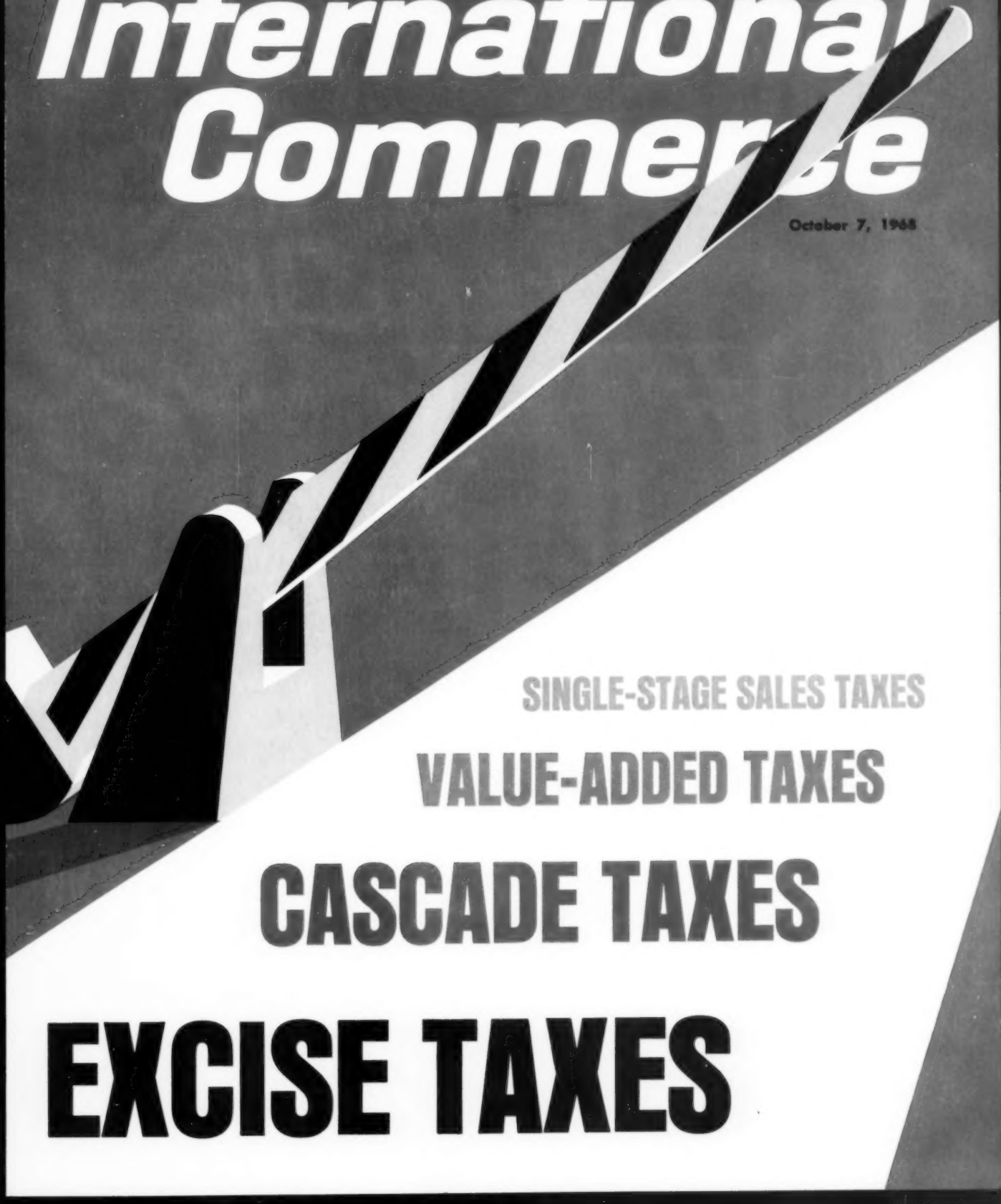
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

October 7, 1968



SINGLE-STAGE SALES TAXES

VALUE-ADDED TAXES

CASCADE TAXES

EXCISE TAXES

International Trade Winds

Company News

ALUMINUM PRODUCTS—AMAX Aluminum, G.m.b.H., a subsidiary of American Metal Climax, Inc., New York, and an operating unit of the parent company's AMAX Aluminum Co. division, has begun construction of new and larger facilities at Rheydt, Germany, for the production of aluminum building systems, including curtain walls, store fronts, and other architectural products. The new 120,000 square foot plant and adjacent administration building will provide added capacity to supply increasing European demand, and will allow for increased export activity to Africa and the Middle East.

COMMUNICATIONS—International television will come to Greece for the first time when General Telephone & Electronics International, New York, completes work on a $1.5 million contract to provide microwave communication systems linking Greece and Italy. The relay systems will cover 167 miles. The systems in Greece and Italy will be constructed by Societa Generale di Telefonia ed Elettronica, S.p.A., an Italian subsidiary of GT&E International.

PETROLEUM—Occidental Petroleum Corp., Los Angeles, has entered into a contract with Union Rheinische Braunkohlen Kraftstoff, A.G., Wesseling, Germany, under which Occidental will render technical services, including geophysical evaluations and exploratory drilling on Union's Concession 108 in Libya. Union, whose concession is adjacent to Occidental's, will use the Occidental pipeline, as well as terminal and marine facilities. In return Occidental will receive half of all oil discovered on the Union concession.

HEAVY EQUIPMENT—Galion Iron Works & Manufacturing Co., Galion, Ohio, has opened a new parts depot in Brussels, Belgium, to supply repair parts for dealers and owners of Galion motor graders, road rollers, and cranes in Europe, North Africa, and the Middle East. The new facility will carry a complete inventory of replacement parts, reducing shipping time for heavy machinery parts.

Newsletter

An INTERNATIONAL COMMERCE World Trade Opportunity becomes a world trade success, each and every day in the year. Though sales reporting that follows up leads in our World Trade Opportunities is by its nature far from complete, the most recent year's records show 364 confirmed transactions. Initial sales from these leads had a dollar value average of $31,000. It pays to keep a systematic eye on these opportunities, transmitted to INTERNATIONAL COMMERCE pages by U.S. Commercial Officers around the world.

What does Cincinnati, Ohio, have in common with London, Frankfurt, Milan, Stockholm, Tokyo, and Bangkok? For two weeks this month, a United States Trade Center. Shillito's Department Store is opening a display area designed as a U.S. overseas trade center, to show the export product of 53 Cincinnati-area manufacturers. It's part of a salute to world trade Oct. 14-26 that will include a marketing conference, export workshop, and meetings of trade groups including the Cincinnati Regional Export Expansion Council.

Marketing opportunities in Africa remain at the center of attention. This magazine's Sept. 16 issue had a special 20-page section assessing the commercial situation on the continent today. The Sept. 23 issue carried a 7-page article on the tourist equipment-supply picture in North, East and West Africa. Today in Washington a 7-man U.S. Trade and Investment Mission is being briefed on its way to Ivory Coast and Cameroon. Reports by these businessmen will be published in INTERNATIONAL COMMERCE on their return.

Highest off-floor sales total in the history of the Stockholm U.S. Trade Center came out of the late-September printing and bookbinding equipment show there: $252,500, with a 12-month projection of $1,705,000 more. It was the first event of its kind in the Scandinavian area, and brought in nearly 2,000 trade visitors.

First the Trade Center, then the British TV screens. That is the sales program for Tonka Corp. of Mound, Minn., manufacturer of toy vehicles. Tonka made between-shows use of the London U.S. Trade Center to show its line to buyers from British department and specialty stores, and pretest a commercial for British TV to support the Christmastime sales of its toys. From sample orders taken, Tonka is aiming at a six-figure sales total.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

C. R. Smith
Secretary

Lawrence C. McQuade
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

America A. W. Favale
Director of Graphics

Annual subscription $20.00 ($6.25 additional for foreign mailing). Single copy 40 cents. Price of index issues varies. Domestic subscribers desiring airmail service must submit $28.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

Discussion of border taxes is a lively activity among U.S. businessmen today. A background article this week by a Commerce Department specialist is timed with the continuation of border tax talks by representatives of some 20 countries this month at Geneva, Switzerland, under the sponsorship of the General Agreement on Tariffs and Trade. The presentation by Harold A. Bratt begins on page 2.

October 7, 1968

Volume 74

Number 41

International Commerce

Published by

BUREAU OF INTERNATIONAL COMMERCE

GATT Studies Place of Border Taxes 2
Series of Geneva meetings reviews single-stage sales taxes, value-added taxes, cascade taxes and excise taxes

U.S. Overseas Promotion Dates Listed 10
Monthly schedule tells manufacturers where and when they can exhibit their products, see displays of competitors and suppliers

Nigeria Weathering Civil War 18
Economy copes remarkably well with strains of internal strife, but U.S. market share has dropped steadily from pre-war level

Austria Rebounds From 1967 Slump 21
Strong GNP growth should be reflected in higher sales of consumer goods; Kennedy Round cuts benefit wide range of U.S. products

Uruguay Battles Inflation, Stagnation 25
Country faces perplexing problem of curbing inflation while at the same time trying to stimulate economic growth

World Bank, IDA Issue Annual Report 30
Agriculture being given high priority in overall development; steps taken to raise production have had significant results

MISCELLANEOUS—Massachusetts electronics firm receives 'E' award 6
Proposed Patent Cooperation Treaty discussed in Cleveland, Detroit 7
IOGA trade missions to visit Far East, Europe this month 8
OECD surveys nuclear electricity supply industry in member countries 9
WORLDWIDE BUSINESS OUTLOOK—Trends reported from Sierra Leone 22
Export industries being established, expanded in Haiti by foreign capital 24
Tourism, agribusiness best opportunities for investors in Paraguay 27
U.S. GOVERNMENT ACTIONS—Eximbank grants loan to Morocco 29
FOREIGN GOVERNMENT ACTIONS—East Africa gets IDA agricultural loans 32
Peruvian decree may be inconvenient to foreign investors 33
INVESTMENT, LICENSING OPPORTUNITIES—Danes, Australians seek licensees 34
German manufacturers acquire U.S. subsidiaries in Massachusetts, Pennsylvania 34
WORLD TRADE OPPORTUNITIES—IDB to help finance Argentine housing 37
NEW BOOKS AND REPORTS—Six new Export Market Guides offered 48

U.S. traders have stake in GATT border tax talks

Mid-October meetings in Geneva are studying varied national practices

By HAROLD A. BRATT
Office of Commercial and Financial Policy, BIC

Commercial policy and tax experts from 20 countries are convening in Geneva soon to carry forward a wide-ranging review of international border tax practices and the General Agreement on Tariffs and Trade (GATT) rules governing their use.

Since the first meeting, held at the request of the United States last May, there have been two others, one in June and another in July. The agenda calls for a further meeting in mid-October, and additional meetings are expected.

The Council of the GATT, at the urging of the United States, in late March established a Working Party whose terms of reference were to examine the GATT's provisions on border tax adjustments, the practices of countries in making such adjustments, and the possible effects of tax adjustments on international trade. The Council also instructed the Working Party to consider any suggestions or proposals put forward and to report on its findings and conclusions.

U.S. initiative

The U.S. initiative was launched after considerable study within the Administration. There is concern that U.S. trade may be adversely affected by the interplay of changes in foreign taxation and the GATT rules governing border taxes.

Lengthy discussions on border taxes, of both a theoretical and practical nature, had taken place earlier among the members of the Organization for Economic Cooperation and Development (OECD) in Paris. These discussions revealed areas of consensus as well as disagreement, and culminated in a procedure for consultations and reporting on national changes in border taxes.

The first country to consult under these arrangements was Germany. Recent changes in Belgian and Dutch border taxes are currently being examined in the same forum.

Despite OECD's continuing work in the tax area, the current changeover to a value-added system of taxation both within and outside the European Communities lends urgency to the GATT deliberations.

What are border taxes?

A border tax adjustment, in the case of imported merchandise, is a charge or ad valorem levy which is imposed on imports to place a tax burden on them equivalent to that which similar domestic goods bear. In some cases the charge is made at the border upon importation. In others, it is made at a later stage after importation. Border taxes are normally levied on the basis of the c.i.f., duty-paid value of imported merchandise.

On the export side, a border tax adjustment is designed to relieve export merchandise of the domestic tax. This relief takes the form of either exempting an exported item from domestic taxes or refunding to the exporter the tax already borne by the item.

Not all taxes qualify for adjustment at the border. Those which are regarded as eligible for at-the-border adjustment are indirect or consumption taxes. These include excise taxes, one-times sales taxes (regardless of the stage of taxation) and turnover taxes.

Tax systems, border adjustments

There are four kinds of indirect or consumption taxes that are wide-spread and commonly subject to adjustment at the border. First, the *single-stage sales tax*, where the tax is collected at one point in the manufacturing and distribution chain. Second, the *tax on value-added* which is levied only on the value added at each stage of production and distribution. Third, the *cascade tax* which can be collected at each point in the manufacturing and distribution chain and is levied on the total value of a product, including the tax borne by the article at earlier stages. Fourth, *excise taxes* which are one-time charges levied on the sale of specified products.

The *single-stage sales tax systems* vary considerably among countries in terms of coverage, rates and point at which the tax is levied, i.e. production, wholesale or retail. Normally the tax is administered by registering traders and making them responsible for paying the tax when a sale is made to a non-registered trader. Under this system exports are exempt from the tax, and goods generally are exported before the stage where the tax is chargeable. Imports normally bear the same rate of tax as domestic products and, as a rule, the tax becomes due when goods pass from a registered to an unregistered trader after importation.

Under the *value-added system* the tax is collected on the value which is added each time a product is sold. Under this system the total of the taxes paid at the

Subject is timely

Business interest in the subject of border taxes has been expressed repeatedly this year, particularly at the June hearings of the House Ways and Means Committee on foreign trade and in testimony before the Trade Information Committee last spring.

The author of this background article is a native of Boston who attended Wheaton College, the Fletcher School of Law and Diplomacy at Tufts University and the Harvard Graduate School of Public Administration. He came to Commerce Department in 1967 after ten years as a U.S. Foreign Service officer. He has represented the United States at meetings of the General Agreement on Tariffs and Trade.

How Border Taxes Work

Costs of a non-dutiable U.S. export to a value-added tax country: a hypothetical case

	PRICE ($)			
f.o.b. factory-Boston	88.00			
Exporter's margin	12.00			
State & local sales tax	(not charged)			
f.o.b. port of Boston	100.00			
Insurance & freight	6.00			
	NET PRICE	TVA (11%)		NET PRICE + TVA = GROSS PRICE
c.i.f. port of Bremen	106.00		11.66*	106.00 + 11.66 = 117.66
Importer's margin	10.00		—	—
		Tax liability (116 x .11) 12.76		
		Tax credit −11.66		
Importer's selling price	116.00	1.10	1.10	116.00 + 12.76 = 128.76
Retailer's purchase price—Bremen	116.00		—	116.00 + 12.76 = 128.76
Retailer's margin	15.00		—	—
		Tax liability (131 x .11) 14.41		
		Tax credit −12.76		
Retailer's selling price	131.00	1.65	1.65	131.00 + 14.41 = 145.41 Price to consumer

Note: a product of German manufacture pays the same 11% value-added tax, which is computed on the same basis as a similar imported item described below.

* For illustrative purposes the tax arising on the import transaction is treated as actually paid and credited against tax due on subsequent turnover.

different stages is intended to equal the tax which would have been payable if it had been collected once at the final stage. In this respect the value-added tax closely resembles a retail sales tax. In the case of exports, the precise amount of tax borne by the product is known. It is either refunded or not collected. For imports, the tax is normally levied at the time of importation at a rate identical to the rate on domestic products. At the time the importer sells the imported commodity to the next stage the tax is fully credited to him.

The *cascade tax system* as a rule applies to virtually all goods and services. In some cases it is imposed at all stages of production and distribution. For this reason rates tend to be lower than under value-added systems. Because the tax is levied at each separate stage on the full value of the product, including prior taxes, the tax element in final prices varies from one article to another according to the number of stages through which the product has passed. It is general practice to levy an equalization tax on imports at the border in order to impose a burden equal to the taxes which similar domestic goods have already accumulated in the course of their production. The equalization rates usually vary by broad commodity group and are designed to be an average rate for the items within the group.

Aside from the problem of using average rates, it is virtually impossible to ascertain whether the import tax and the export refund are higher or lower than the rate paid on similar domestic products, because the actual tax burden on the domestic product depends on the number of turnovers in the production and distribution chain. The product of a highly vertically-integrated domestic operation, for example, would probably bear a lower actual tax burden than an import paying the standard equalization tax. On the other hand, domestic products subject to numerous turnovers doubtlessly carry a heavier tax burden than is compensated for by the equalization tax on imports.

The situation in the case of export rebates is comparable. The standard rate of refund is likely to be more than adequate to relieve the exports of a highly integrated enterprise of their prior tax burden, and inadequate for the exports of businesses which are not integrated. Generally, however, the import tax burden (and the export tax relief) is designed to be comparable to the tax borne by similar domestic products.

Excise taxes are relatively simple to translate into at-the-border adjustments, since the exact amount of excise duty is known. These taxes are remitted on exports and levied on imports.

Major countries' practices

France, Germany, and Denmark have value-added tax systems. The French system—in effect since 1954—now carries a standard rate of 16⅔% (tax in-

BORDER TAX ADJUSTMENTS relate to more and more items as the flow of trade between nations climbs. Dramatic evidence of the increase in world trade is this photo of the new 7th Street Marine Terminal of the Port of Oakland, Calif., where the Matson Line container area (top left) is flanked by an area serving a group of Japanese lines (bottom) and an uncompleted area to be ready in 1969.

clusive basis) on most industrial goods and 6% on food items. Germany adopted a value-added tax on Jan. 1 of this year. Under its former cascade-type system, a 4% rate applied generally to sales of goods and services. The rate under the value-added system is generally 11% on manufactured goods and services and 5.5% on other goods. Denmark shifted in mid-1967 to a value-added system with a current rate of 12.5%.

The six members of the European Communities have agreed to adopt the value-added tax by 1970, although all members may not be able to meet the schedule. They also look toward the eventual unification of their tax rates, and probably will establish a common rate somewhere between the current French and German rates.

Belgium, the Netherlands, Italy, and Austria now rely on cascade-type systems, although they plan to adopt the value-added tax. Recently these countries have increased the rates of their border tax adjustments with the stated aim of making up for the undercompensation for the domestic tax burden which they claim resulted under their former rates of border adjustments.

Norway and Sweden maintain a single-stage, general retail sales tax. Sweden intends to shift to a value-added system next year, and Norway may follow within a year or two. Japan levies a "commodity tax," which is a one-time levy applied generally at the manufacturing stage to specified consumer goods. Rates range from a low of 5% to a high of 40%. A general single-stage tax of 12% applies to most goods manufactured in Canada and is paid on sales by manufacturers or producers. The United Kingdom employs a single-stage tax—at rates of 10, 15 or 25%—which is usually imposed at the wholesale stage.

U.S. system

The U.S. indirect tax system has its own peculiarities. At the Federal level there are a few excise taxes (on fuels, lube oils, motor vehicles, tires and tubes, fishing equipment, firearms, cigars, cigarettes, cigarette papers or tubes, sugar and white phosphorous matches). Over 40 states levy single-stage sales taxes. The most common rate is 3%. Excise taxes as well as sales taxes are important fiscal devices for state and local governments.

As previously noted, all the taxes mentioned in the previous paragraphs are levied on imports as well as domestic products and are remitted or rebated on exports.

The negotiating history of the GATT sheds little light on the origin of its border tax provisions. A major concern of the drafters of the General Agreement on Tariffs and Trade was to reduce barriers to trade. Tariff reductions were to be a major GATT technique to this end, and the architects of the GATT system sought a means to safeguard the value of tariff concessions and avoid the introduction of artificial restrictions that might upset the competitive relationship between imported and domestic goods.

GATT rules

Article III of the General Agreement, therefore, provides that the Contracting Parties recognize that internal taxes should not be applied to imported or domestic products in order to protect domestic production. It further states that the products of any Contracting Party imported into the territory of any other Contracting Party should not be subject to internal taxes in excess of those applied to like domestic products.

Article II—which incorporates the tariff concessions mutually agreed to by the Contracting Parties and safeguards those tariff reductions and bindings—expressly provides, however, that nothing in the article shall prevent any Contracting Party from imposing at any time on the importation of any product a charge equivalent to an internal tax on the like domestic product.

On the export side, GATT made specific provision for a Contracting Party to exempt exported products from taxes borne by the like product when consumed domestically, or to refund such taxes. Article VI states that such exemption or refund cannot be used to justify antidumping or countervailing duties by an importing country.

For many years border tax adjustments were a relatively neglected aspect of the GATT's work. Following GATT's adoption of a stronger anti-subsidy provision in 1957, however, considerable attention was focused on the rebate of export taxes. The revised provision stated that Contracting Parties, at the earliest practicable date, shall cease granting any subsidy on the export of non-primary products which results in their sale for export at a price lower than the domestic price. A note to the revised subsidy article provided: "The exemption of an exported product from duties or taxes borne by the like product when destined for domestic consumption, or the remission of such duties or taxes in amounts not in excess of those which have accrued, shall not be deemed to be a subsidy."

ANOTHER WEST COAST CONTAINER TERMINAL was dedicated in September at Portland, Ore., where the 42-year-old Public Terminal No. 4 assumed a new character with the installation of a 33-ton, 141-foot cargo crane. Other changes and additions are underway at Portland's public docks.

Action in 1960

In 1960 a GATT Working Party was convened to consider what steps might be taken to implement these anti-subsidy provisions. Among other things, the Working Party examined a list of practices, which had been drawn up earlier by the Organization for European Economic Cooperation, and agreed that they were to be regarded generally as export subsidies. The list included the following tax measures:

(1) the remission, calculated in relation to exports, of direct taxes or social welfare charges on industrial or commercial enterprises and

(2) the exemption, in respect of exported goods, of charges or taxes other than charges in connection with importation or indirect taxes levied at one or several stages on the same goods if sold for internal consumption; or payment, in respect of exported goods, of amounts exceeding those effectively levied at one or several stages on these goods in the form of indirect taxes or of charges in connection with importation, or in both forms.

The GATT articles noted above relating to import taxation and export tax rebate and the conclusions of the Working Party on export subsidy practices make up the body of GATT rules on border tax adjustments.

It seems clear that the rules allow for border adjustments in the case of consumption taxes on traded products on the one hand, but do not allow for adjustment in the case of direct taxes on business profits on the other hand. In between these two guideposts, however, lies a grey area of tax practices that has not been carefully defined. This area involves so-called "taxe occulte," or that tax element in a product which arises from taxing capital equipment and auxiliary materials and services which were used in its production and transportation. The taxes on fuel oil used to operate trucks and equipment or to heat the factory where a product is manufactured are examples of "taxes occultes." Practices in making at-the-border adjustments for this type of hidden tax vary from country to country and from one tax system to another.

The U.S. aim

In his balance-of-payments message of last January, the President pointed to the need for an adjustment in the international rules governing border taxes in order to further expand international trade.

Among the questions now being raised are whether the GATT rules are adequate for today's needs or whether they require revision or fuller elaboration. Another question is whether there is consistent and non-discriminatory application of the rules by the major world trading countries. These are some of the issues that led the United States to urge the establishment of the GATT Working Party on border taxes.

The United States wants a wide-ranging and fundamental examination of all the issues. It believes that the rules which govern border taxes should not work in the direction of promoting one kind of tax system over another but, rather, should accommodate all tax systems in an equitable way. A common purpose in achieving a healthy and balanced expansion of world trade will be promoted when there is a sound understanding of the basis for current rules and practices, and mutual agreement on a fair standard for border-tax adjustments.

AMA finance meetings to cover exchange, credit

Two seminars on international financing have been scheduled this fall by the American Management Association in New York City.

Workshop sessions on foreign exchange problems, under the leadership of Howard Mickelson, Canadian Pacific Railway, Montreal, and Aidan Harland, Chemical Bank New York Trust Co., will be held at AMA headquarters Oct. 21-23.

An orientation seminar on credit and terms in international trade will be held at the Prince George Hotel Nov. 13-15 with Sylvester F. Majestic, Chemical Bank New York Trust Co., and Anthony J. Perlitt, International Minerals & Chemicals Corp., as co-chairmen.

PRESENTATION OF 'E' AWARD to General Radio was attended by (l. to r.): Donald B. Sinclair, company president; U.S. Representative Philip J. Philbin; Allen V. Astin, director, National Bureau of Standards; and Ivan G. Easton, General Radio's vice president in charge of engineering.

Overseas sales subsidiaries help Massachusetts electronics firm earn 'E' for export increases

General Radio Co. used foreign language literature, trade show participation, sales seminars to help boost exports

A Presidential 'E' for export expansion has been awarded to General Radio Co. of West Concord, Mass., for exports of its electronic measuring and test instruments. The company's exports have increased 23% from 1965 to 1967. General Radio established sales subsidiaries and an extensive network of sales representatives to penetrate the European market, and made use of such promotional aids as foreign language literature, participation in overseas trade shows, and sales seminars.

General Radio is a 100% employee-owned manufacturing firm, with plants located in West Concord and Bolton, Mass., sales offices throughout the United States and Canada, and three sales subsidiaries in Europe. General Radio does business in 27 countries, and has sales representatives in 10 countries.

General Radio began exporting in 1922, and prior to World War II had an extensive export business, primarily in Europe but also throughout the world. After the war, business started up again as the world market for electronic instruments expanded, but competition from overseas manufacturers also increased. In 1960 the company opened a sales subsidiary, General Radio Overseas, in Zurich. This was followed several years later by General Radio U.K. Ltd. in London and General Radio Germany in Munich.

General Radio set up a custom-free warehouse in Zurich that stocked its entire line, established a service center, and provided technical counseling by factory-trained sales engineers. European customers were able to deal in either dollars or francs.

General Radio's major sales documents are its catalog and a technical monthly entitled *The Experimenter*, both of which are prepared in international as well as domestic editions. In addition, *The Experimenter* is published in French, German, Italian and Spanish editions. General Radio participates through its subsidiaries and representatives in most major trade shows involving the electronics industry. The company exhibited at nine European trade shows last year, including Commerce Department fairs in Paris, Frankfurt and Hanover.

General Radio maintains a fleet of mobile laboratory vans overseas, which enable company engineers to go to the potential customer to display and demonstrate General Radio's instruments. In order to keep sales engineers up to date in the use of its products, General Radio has conducted seminars in Amsterdam, Milan, London and Zurich for its representatives.

Another Mass. 'E' winner plans marketing classes

One of 48 other "E" award recipients from the state of Massachusetts, the International Marketing Institute, plans two marketing courses on the campus of the Harvard Graduate School of Business Administration during the summer of 1969, as part of its continuing program of building trade capability.

The tenth annual Marketing Management and Marketing Research Program for business executives, government officials, and professors, and the third annual International Program for Business and Professional Women will both begin June 17.

The marketing program includes a six-week session of classes followed by a six-week tour of U.S. industries.

The women's program includes a four-week study tour of industries following the six-week academic session.

In addition to the courses held on the Cambridge campus, the Institute is currently involved in projects related to marketing and export expansion in Pakistan, Korea, and Mexico. Seminars and research on these topics have been conducted in over forty countries. The Institute received the President's "E" award in 1962 for its contribution to export expansion activities.

Asks faster world patent protection

Rapid obsolescence of products was cited as a basic reason for speeding up international patent protection by Thomas W. Mastin, executive vice president of Lubrizol Corp., at a Patent Cooperation Treaty meeting in Cleveland, one of a series being held across the country.

Mastin, whose company manufactures chemical additives for lubricants and fuels, said:

"This rapid obsolescence reflects the pace of technological advance which all industry must squarely face up to. Because of the fast obsolescence, patent protection must be quickly available or it will be useless as a means of protecting the commercial market.

"Currently the time required to obtain satisfactory worldwide protection by issuing patents on a new invention is from one and a half to ten years with the average being approximately five years. During this long prosecution period a new product is introduced to the trade and each competitor who wishes to determine the nature of the new product has an opportunity to do so. He also has an opportunity to offer his own version of the new product.

"Today's sophisticated methods of examination and analyses make it easy to reproduce a new product once it is in hand. To maintain security by preventing dissemination of information becomes almost an impossible task. Patent protection is the only feasible answer. National governments must recognize the increasing importance of an effective patent system which will provide incentive to innovation and progress on a worldwide basis."

Mastin recommended that steps be taken to reduce both the time and cost required to obtain satisfactory worldwide patent protection, and praised the panel for scheduling meetings to discuss the proposed treaty.

CHART OF PATENT FLOW between U.S. and other countries was used by Frank A. Alter (l.), director of the Commerce Dept. Detroit Field Office, and Gerald D. O'Brien, Assistant Commissioner of Patents, during recent Detroit session of the International Patent Cooperation Treaty Conferences. Purpose of the meeting, which drew 100 businessmen, was to outline how inventions can be protected internationally. Other cities have hosted similar meetings. For future events, see Calendar for Int'l Traders.

Linder to receive NFTC Dollar Award

Harold F. Linder, former president of the Export-Import Bank of the United States, and now U.S. Ambassador to Canada, has been elected to receive the National Foreign Trade Council's 1968 Captain Robert Dollar Memorial Award for distinguished contribution to the advancement of American foreign trade.

Ambassador Linder will receive the award Nov. 20 at the World Trade Dinner of the Fifty-Fifth National Foreign Trade Convention in New York.

Linder will be the thirty-first recipient of the award, which was established in 1937 by the Dollar family of San Francisco in memory of Captain Robert Dollar, pioneer of American shipping and world trade. The directors of the NFTC serve as trustees of the award.

The Dollar award recognizes Linder's contributions to the expansion of overseas markets for U.S. goods and services as president and chairman of the Export-Import Bank from 1961 to 1968.

Virginia trade conference has 'how-to' character

The 20th annual Virginia Conference on World Trade, scheduled for Oct. 16-18 in Roanoke, will be a how-to-do-it lesson in exporting for Virginia manufacturers. The conference will focus on success stories of Virginia firms engaged in foreign trade, and will present practical advice from government and industry.

A panel of Virginia businessmen who have participated in Trade Missions or Trade Shows will be moderated by E. E. Schnellbacher, assistant director of the Commerce Department's Bureau of International Commerce.

A workshop conducted by executives of Virginia's transportation industries is planned.

Representatives from embassies and consulates are expected to attend the conference, as well as Virginians who have served as U.S. ambassadors to foreign countries.

Officials of the state's new International Trade and Development Department, the foreign market development office of the Virginia Department of Agriculture, and the Virginia State Ports Authority will explain their services.

N.Y. office change

The Census Bureau's Foreign Trade Office in New York City closed on Oct. 4. Its principal services are being taken over by the New York Field Office of the U.S. Department of Commerce. These include a library reference service based on the Bureau's foreign trade statistical publications, and information on the appropriate commodity classification numbers to be used on Shippers' Export Declarations.

The New York Field Office of the Department of Commerce is located in Room 4149, Federal Office Bldg., 26 Federal Plaza. The telephone numbers for foreign trade statistical assistance are Area Code 212-264-1774, 264-1775, and 264-1776.

Materials handling, port operations group is in Bangkok

Mission will visit exhibition at Trade Center, promote sales in several Asian countries

A Materials Handling and Port Operations Trade Mission has arrived in Bangkok on the first leg of a three-week business tour in the Far East.

The mission is attending the Oct. 1-8 Materials and Cargo Handling Equipment Exhibition at the U.S. Trade Center there before traveling on to Singapore, Manila, and Hong Kong, where the participants will wind up their appointments on Oct. 23.

Individual interviews

Meeting Asian businessmen on a person-to-person basis, the mission will try to acquaint them with the skills and equipment available for improving materials handling and increasing the efficiency of port operations. Three of the participating firms manufacture products ranging from skidder machines for use in the logging industry to industrial trucks, tractors, straddle carriers, mobile loading ramps, pallet dollies, and hand trucks. The group also will include experts in physical distribution and warehousing and in port administration and management.

The participants, and the companies they represent are:

Dennis M. Wood-Gaines, president, National Material Handling Consultants, Inc., Kirkland, Washington, mission director; Beryl Anthony, president, Anthony Manufacturing Corp., Springhill, La.; William C. Gibson, manager, Far East-Pacific Area Trade Development Office, Port of New York Authority, Tokyo, Japan; Glen R. Johnson, Jr., marketing executive, Clark Equipment Co., Battle Creek, Mich.; and Don C. Law, president, Magline, Inc., Pinconning, Mich.

Sponsored by the Committee of American Steamship Lines, the mission has been approved by the U.S. Department of Commerce.

Yugoslavia permits foreign firms direct representation

The Yugoslav Federal Executive Council on Sept. 11 issued a decree allowing foreign firms to es.ablish representational offices in Yugoslavia.

This permission will be limited, however, to firms which either have a permanent investment in a Yugoslav enterprise or some other contractual arrangement, such as licensing or joint marketing. The staff of such a representational office must be at least 50% Yugoslav.

State of Minnesota industry mission off soon for Europe

Economic Development Department sends first trade group abroad

The State of Minnesota is adding its export promotion efforts to those of more than a score of other states by sending its first industry-organized Government-approved trade mission overseas.

Sponsored by the Minnesota Department of Economic Development, the group expects to arrive in Hamburg Oct. 12 after being briefed in Washington by Commerce and Eximbank officials on the 11th. The members are scheduling business appointments in Hamburg, Bonn, Copenhagen, Helsinki, Oslo, and Stockholm, returning to the United States Oct. 30.

Manufactures of the participating firms include printed circuits for the electrical industry, small hand welders, heads for electronic hearing devices, electric dictating machines and recorders, rock-picking machines, electric outboard motors, heavy construction equipment, and various types of machinery. The companies are interested in direct sales, agency and licensing arrangements, distributorships, and joint ventures.

To lead mission

J. Robert Stassen, president of the North Central Life Insurance Co., St. Paul, will lead the mission. Other members are:

Frank D'Aquila, president, American Hoist Development Corp., and special assistant to the president of American Hoist & Derrick Corp., St. Paul; Leonard Kronfeld, chairman of the board, Nortronics Co., Inc., Minneapolis; Mervin Kronfeld, director of international marketing, Nortronics Co., Inc., New Rochelle, N.Y.; Helge Rommesmo, general manager, and Ole Rommesmo, president, MINN-KOTA Manufacturing Co., Inc., Moorhead; Kenneth Tannehill, president, Printed Circuits, Inc., Minneapolis; and Edward D. Vinekour, Minnesota Department of Economic Development, who also served as the mission's industry advance officer.

The Control Data Corp., Minneapolis, is arranging for one of its representatives to join the mission in each city visited.

On inflation and competition in trade

The United States must regain "its envied reputation as the country least prone to the pressures of price inflation," said William H. Chartener, Commerce Department's Assistant Secretary for Economic Affairs, in a recent address reviewing the rise in U.S. prices in recent years.

In 1964, the price index for both U.S. exports and imports of goods and services on a 1958 base was 101.5. Since that year, he said, the export price index has risen to 111.6 in the second quarter of this year while the import index has risen much more moderately to 105.6.

As the U.S. rate of inflation has accelerated, our international posture has suffered from declining price-competitiveness of some important categories of U.S. exports, Chartener explained.

Crude materials and foodstuffs have registered only moderate gains; but in exports of finished manufactures the unit value index has advanced almost 12% in the most recent four-year interval, he pointed out. And the faster growth of prices of U.S. manufactured exports is paralleled by a faster growth of U.S. imports from our major industrial competitors.

"The picture is not one of unrelieved gloom but rather of a shadow descending on some very important traditional lines of U.S. exports and a challenge to our own domestic markets from imports," he said.

Future commercial nuclear complexes seen for arid areas

Seaborg outlines power, desalting, fertilizer and metal production

A new concept of using nuclear energy centers for industrial and agro-industrial complexes in arid, normally unproductive regions was reported by Dr. Glenn T. Seaborg, Chairman of the U.S. Atomic Energy Commission (AEC), to a recent Vienna conference of the International Atomic Energy (IAEA). A study of this concept, which resulted from programs being developed for nuclear desalting, was begun last year by AEC's National Laboratory at Oak Ridge, Tenn.

Dr. Seaborg pointed to widening future commercial uses of nuclear energy in such industrial complexes and associated agricultural developments, saying that fresh water, chemicals, metallurgical materials and fertilizers could be produced and used to make the surrounding land productive. Possible sites are in the Middle East, India, Australia, Chile, northern Mexico and in southwestern United States.

"Special attention is now being given at Oak Ridge to the potential of using nuclear-powered "energy centers" in the Middle East as a means of helping overcome the chronic shortage of water and power in that area," said Seaborg.

Studies under way

"A study initiated in June of this year is applying the information developed in the initial investigations to the specific conditions of the Middle East and is expected to be completed by next summer. Related studies on water and other natural resources are being carried out by other U.S. Government agencies, private industry, foundations and universities, and we have invited the Agency to participate in the current Middle East studies. We believe that the IAEA, by virtue of its technical and international character and its strong interest in nuclear desalting, can play a useful and constructive role in these studies."

Earlier in the address, Dr. Seaborg, referring to the application of nuclear power to the problems of water desalting, told the conference, "During recent years nuclear power plants have become commercially available in sizes up to 1200 electrical megawatts capacity; and such units are being selected as additions to utility systems, both in the U.S. and in other countries. Concurrently, the cost of water desalting is being substantially reduced and the size of desalting installations increased."

Dr. Seaborg further reported a number of U.S.-Government-conducted studies of specific applications for nuclear desalting plants. These include a detailed study of a proposed dual purpose project (water and electricity) for Israel, a preliminary nuclear desalting survey in the United Arab Republic, team studies with the Greek Government for a dual purpose plant to provide additional water and power for Athens, and a joint U.S.-Mexico preliminary study of the feasibility of installing large nuclear desalting plants near the Gulf of California.

Standards meeting to examine impact on world trade

USASI 50th year conference set for Washington, D.C., Dec. 9-12

Expansion of world trade through international standardization is one of the major themes of the 1968 50th anniversary meeting of the United States of America Standards Institute (USASI).

The institute, meeting in Washington, D.C., Dec. 9-12, will commemorate the beginning of coordinated voluntary standardization in America with the formation in 1918 of an USASI predecessor, the American Engineering Standards Committee.

The four-day meeting will feature panels composed of Congressional and other government leaders, consumer specialists, industrial executives, labor officials, and world standardization leaders. Among them will be Lawrence A. Fox, Director, Commerce Department's Bureau of International Commerce; Betty Furness, Special Presidential Assistant for Consumer Affairs; H. A. R. Binney, Director, British Standards Institution (responsible for U.K. conversion to metric system); and U.S. Senator Claiborne Pell of Rhode Island.

The program will open with two panels that will discuss voluntary standards to meet consumer needs and the adoption of the metric system. The following day, representatives of several government agencies will present their views concerning voluntary standards in Federal regulatory programs, and leaders of labor and the government will discuss the necessity of an occupational health and safety act.

The third day will be spent in a tour of the facilities of the National Bureau of Standards. The last day's program will concentrate on international standardization, with views presented by government representatives from the United States, Sweden, and Germany.

The meeting will take place Dec. 9-12 at the Sheraton Park Hotel, Washington, D.C. For more information, write: Dorothy Hogan, USASI, 10 E. 40th St. New York, N.Y. 10016.

OECD survey gives nuclear power output in member countries

Report also covers conventional electricity production, consumption

By 1972, nearly 7% of the western European electric power production will be of nuclear origin, and North America will look to atomic stations for 10% of its electricity supply, according to the report of a survey by the Organization for Economic Cooperation and Development (OECD) of the electricity supply industry in its member countries. In Japan the share of nuclear energy will be of the order of 3%.

Nuclear power stations produced 1¼% of the total electricity generated in the OECD countries during 1966, according to the survey.

In the European OECD countries, the ratio of nuclear-generated electricity was about 3%, while in OECD North America and Japan nuclear power accounted for less than ½% of the total output.

The OECD survey is the 18th in a series prepared by the OECD Energy Division. It gives firm data for 1965 and 1966, as well as provisional data for 1967 and forecasts for 1968 to 1972. Figures cover past and future production, consumption, installed generating capacity and investments. Data on fuel consumption by the electricity industry is included for 1965-67 and a detailed breakdown of electricity consumption in industry is given for 1965-66. The report surveys all 21 member countries of OECD and totals are shown for the European zone as well as the entire OECD area.

United States overseas

Where and when should a U.S. firm venture into exporting for the first time or attempt to expand its sales in overseas markets? An apt answer may lie in the columns below that list details of U.S. overseas export promotions.

Sales opportunities are provided for present or potential U.S. exporters in U.S. Exhibitions at commercial trade fairs around the world, and shows at the six U.S. Trade Centers. These are planned after basic market research has shown a strong demand for a particular category of products. Other opportunities of interest are trade missions, America Weeks promotions, the Sample Display Service, and Mobile Trade Fairs. The last three are more fully described in a special notice accompanying this list.

Trade Center shows in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm are limited to one product line.

For further information on the Trade Center shows described in this listing, or for more facts on U.S. exhibitions at overseas trade fairs, write: Commercial Exhibits Division, BIC-932, U.S. Dept. of Commerce, Washington, D.C. 20230.

Trade missions are groups of U.S. businessmen organized to travel abroad to promote the export of U.S. goods and services manufactured by their particular industry. Some are organized and financed by the U.S. Government, while others are originated and paid for by various U.S. industries, with Government approval and assistance.

U.S. manufacturers wishing further details on submitting business proposals for participation in future trade missions should **write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.

The following calendar of upcoming U.S. trade promotion activities is based on the latest data available. It appears regularly in the first issue of INTERNATIONAL COMMERCE each month.

Consumer products. SPAIN. Galerias Preciados, Spain's leading department store group, has scheduled an America Weeks promotion which will feature the sale of U.S. consumer products. Promotional attractions will include a Gemini spacecraft, an Indian folk dancing group, and a Hawaiian performing group. Featured product categories will include leisure and sportswear for youths, lingerie, infants' wear, housewares, bathroom accessories, Christmas gift items, outdoor and sports equipment, hobby equipment, canned foods, certain miscellaneous items, and possibly cosmetics. Telephone Area Code 202, 967-2051 for more details. Promotion scheduled for **Nov. 2-30.**

Aviation equipment. UNITED KINGDOM. There is a growing demand in the U.K. for all types of sophisticated aviation equipment used on aircraft, by ground control centers, and airport terminal facilities. Projected 1968 sales of airborne avionics equipment are estimated at $100 million while purchases of airfield electronics gear are approximated at $14 million during the same period. U.S. manufacturers are in a position to capture a growing share of this market for it is anticipated that increased reliance will be placed on imported avionics equipment in the future. To ensure your share call Area Code 202, 967-3838 to obtain full details on how you may participate. **London Trade Center. Dec. 4-12.**

Shipbuilding and marine equipment. SCANDINAVIA. The shipbuilding and marine industries are traditionally important to the Scandinavian countries. Sweden is one of the largest shipbuilding nations in the world. Together with Norway, Denmark and Finland, the Scandinavian countries produce 15.5% of the world's ships in terms of tonnage. Aware of the importance of these activities, all four countries are striving to modernize and increase the efficiency of their operations. Each has established programs to further the development of these industries. A recent market survey revealed that this is a promising market area for a wide variety of equipment for the shipbuilding and marine industries. The exhibition will allow U.S. manufacturers of equipment for these industries to show and sell their products to a select audience of shipbuilders, ship owners and operators, naval engineers, ship designers and others concerned with maritime activities. Firms interested in this event should telephone Area Code 202, 967-5751. **Stockholm Trade Center. Jan. 15-21, 1969.**

Computer displays. UNITED KINGDOM. The U.K. demand for computer graphic-display systems is expected to grow substantially in the future. Within the next ten years several thousand units will be installed by airlines, banks, stockbrokers, government agencies, and industry. Equipment showing favorable market potential include C.R.T. systems, digital incremental plotting systems, digitizers, automatic drawing equipment, high speed printers, alpha-numeric indicators, and data transmission systems incorporating computer graphic-display systems. For complete details telephone Area Code 202, 967-3839. **London Trade Center. Jan. 17-21, 1969.**

Chromatography and spectroscopy instrumentation, equipment, and methods. GERMANY. Germany is a thoroughly international field in which highly developed instruments for research find ready acceptance irrespective of origin, and for special equipment, regardless of price. Projected expenditures for science have grown 146% from 1961 to 1966. A 100% gain is expected by 1970, compared with the 1966 expenditures. U.S. spectroscopic and chromatographic instruments are already widely accepted. Firms planning to exhibit new equipment, accessories and methods at the U.S. Trade Center exhibition should call Area Code 202, 967-4733. **Frankfurt Trade Center. Jan. 20-24, 1969.**

Packaging machinery and equipment. JAPAN. Japan's growing economy now offers advanced and high speed packaging machinery manufacturers high sales potential in 1969. U.S. products are rated very high and import demands at this point are favorable. Total world exports to Japan in 1968 are forecast at $3 billion. The packaging machinery market in Japan

promotions scheduled

stood at $60 million in 1967. Product potential for U.S. equipment calls for advanced shrink packaging machinery, blister packaging machines, vacuum packaging machines, liquid product filling machines, cartoning machinery, labeling machines, dry packaging machines, viscose product filling machines, capping machines, pouch packaging machinery. fabricating package equipment and special application machinery for milk, cheese, butter and dry powder products. Call Area Code 202, 967-3973 and reserve your space. **Tokyo Trade Center. Jan. 27-Feb. 1, 1969.**

Reprographic, microfilming and advanced documentation equipment. ITALY. Currently purchasing reprographic, microfilming and advanced documentation equipment at a rate of $20 million annually, the Italian market for this type of equipment is expanding at a rate of 20% per year. Eighty percent of the domestic demand is served by foreign suppliers, among which U.S. equipment producers are established in the dominant position. Italian industry has only recently begun to understand the need for modern office organization and operation. There is an increasing demand for both standards and sophisticated equipment, and the consumer base is expanding rapidly. Government and Municipal organizations are beginning to employ reprography, microfilm and advanced documentation equipment. Scientific and research institutions and universities are expected to have more funds available for the purchase of this type of gear. Banks have been pioneering in the use of this type of equipment and still represent a large commercial potential, together with industrial corporations and other business firms. Insurance companies are also equipping with copiers but have yet to seriously consider microfilming equipment. Large department stores have started to offer copying services. Reprographic job shops are springing up everywhere, especially in the industrial north, and are enjoying brisk business with an ever increasing number of customers. In the face of increasing competition from Europe and the Far East, the future of U.S. suppliers in the Italian market lies in their continued efforts to merchandise, promote and sell what the Italians themselves consider to be the most complete, advanced and finest equipment available from any source. Get your information on participation agreements by calling Area Code 202, 967-3968. **Milan Trade Center. Feb. 5-11, 1969.**

Equipment for the graphic arts industries. GERMANY. The size of the German graphic arts equipment market is approximately $120 million yearly, highly diversified and expanding. There is a trend towards larger size enterprises. There is an even stronger trend on the part of medium sized and small printing shops to increase productivity and quality by means of better machinery and equipment. Imports from the U.S. have been running at about $8 million annually in this field. A recent market survey for the Department of Commerce has focused attention on those areas of increased opportunity for U.S. manufacturers. For additional information, telephone Area Code 202, 967-4162. **Frankfurt Trade Center. Feb. 17-21, 1969.**

Transducer instrumentation systems. UNITED KINGDOM. Research and development expenditures in the U.K. in 1967 totaled some $2.1 billion and are growing annually at a rate of 10%. During the same period U.S. manufacturers captured approximately one half of the estimated $144 million U.K. instrumentation import market. U.S. makers of sophisticated transducer instrumentation systems are in a position to gain an increased share of this growing market. The exhibition will feature motion, strain, pressure, force, and sound transducers; medical transducers; piezoelectric transducers; ultrasonic transducers; photoelectric transducers; and subminiature transducers; etc. Types of instrumentation include seismometers, transducers digital output systems, converters, signal conditioners, and transducer instrumentation, gages, and data acquisition equipment. For complete details on how you may participate, telephone Area Code 202, 967-4461. **London Trade Center. Feb. 17-21, 1969.**

Water purification and desalination equipment. ITALY. There is a growing need for water desalination, purification, supply and pollution control equipment in Europe, the Mediterranean area and the Middle East as existing water resources, which are often very limited, are being used up or polluted. To ensure that American industry has the opportunity to avail itself of the sales possibilities, arising in these areas for water desalination utilization equipment, PURAQUA, a U.S. Exhibition and Congress relating to water purification and desalination will be held in centrally located Rome. Presented under the Government's Export Expansion program, this major exhibition will be managed by the Department of Commerce and co-sponsored by the Department of Interior, Atomic Energy Commission, Department of State, and the Export-Import Bank. Although this exhibition and congress will be highly promoted throughout the European, Mediterranean, and Middle East areas, the Italian market itself would warrant an event of this scope. The increasing requirement for water in the Southern part of the country and on a number of islands can only be met by desalination. The growing industry in the North is stimulating the demand for water re-use systems, purification and pollution control installations. For additional information, call Area Code 202, 967-3944. **U.S. Commercial Exhibition, PURAQUA, Rome. Feb. 17-22, 1969.**

Oceanographic instruments and equipment. UNITED KINGDOM. The United Kingdom is a world center for oceanographic research and marine engineering. Leading manufacturers from every part of the world will be displaying the most sophisticated equipment available at Oceanology International '69, the first fully international exhibition/symposium of its kind to be held in Europe. For full details on how you may participate, telephone Area Code 202, 967-4653. **U.S. Commercial Exhibition, Oceanology International '69, Brighton, England. Feb. 18-21, 1969.**

Industrial and scientific photographic equipment. JAPAN. The Japanese photographic industry, while spending vast sums

of money on research in the field of consumer cameras, has for the most part neglected its industrial and scientific fields. Commercial and industrial cameras accounted for only $4.5 million in 1967 out of a total Japanese still camera production valued at $145 million. Although complete data is not available on Japanese imports of U.S. industrial and scientific photographic equipment, the 1967 total was a minimum of $4.5 million, and probably considerably larger. The highest sales potential for U.S. photographic equipment in Japan includes high speed industrial and scientific equipment; cinematographic equipment, nuclear and other hostile environment equipment; aerial cameras; underwater equipment; X-ray equipment; equipment designed for quality control applications; product design and testing equipment; medical equipment; automatic developing and printing equipment; and projection equipment. Call Area Code 202, 967-4705 to reserve space in this important exhibition. **Tokyo Trade Center. Feb. 24-Mar. 1, 1969.**

Materials testing and quality control. ITALY. Extensive requirements for materials testing and quality control equipment have been created by Italy's expanding industrial complex since World War II. With the aim of increasing U.S. manufacturers' share of this lively market, a special promotion and exhibition of American equipment has been scheduled. Among user industries are included small to very large manufacturers in the metallurgical, aircraft, electrical, electronics, chemical and petroleum, building, and civil engineering fields. For further information, or to reserve space, call Area Code 202, 967-5351. **Milan Trade Center. Mar. 1-7, 1969.**

Metal surface treatment equipment. GERMANY. To combat corrosion and to treat metals for modern finishes, Germany looks to the U.S. with its advanced experience in this field. As a country which is aggressive in international trade, Germany is aware of the need to adapt to modern concepts materials and equipment to remain competitive in the world market. Equipment and materials to cut costs, save labor and improve production in the broad field of metal surface treatment will be displayed to German buyers. For additional information, call Area Code 202, 967-4162. **Frankfurt Trade Center. Mar. 17-21, 1969.**

Aluminum technology and products. THAILAND. Thailand's construction and electrical industries are busier than ever. The country's industrial sector has been growing 10-12% a year since 1958. A market study just received indicates that these conditions have created a market for a broad range of primary, semi-finished and finished aluminum products, as well as aluminum fabricating machinery and supplies. Needed are construction materials and hardware, products for the electrical industry, selected quality products for industrial and household use, and fabricating machinery and supplies. Thais are eager to receive information about more modern production techniques and various applications of aluminum to new fields. For additional information, call Area Code 202, 967-5297. **Bangkok Trade Center. Mar. 18-22, 1969.**

Pulp, paper and converting equipment. SCANDINAVIA. Over 300 Scandinavian pulp and paper plants and numerous converters present an excellent market for the latest in U.S. machinery, controls, equipment, and supplies. Swedish pulp and paper plants alone spend over $120 million per year for new plant and equipment. As major world producers and exporters of pulp and paper, Scandinavian plants are forced by stiff international competition to invest in modern, large-scale machinery. Sweden, especially, is undergoing modernization, capacity expansion, and vertical integration of its pulp and paper industry. Some Swedish paper plants also are buying converting machinery; the balance is sold to independent converters. U.S. exports of pulp and paper machinery to Sweden increased by 50% and to the other Scandinavian countries doubled a year after the September, 1966, U.S. Trade Center Show of Pulp and Paper Machinery. The 1969 show should prove to be equally successful. For more information and to reserve space call Area Code 202, 967-3713. **Stockholm Trade Center. Mar. 20-26, 1969.**

Machinery, equipment and supplies for the plastics industry. BENELUX. Production of plastic products in the Benelux countries is rising rapidly to satisfy steadily expanding consumption. Plastics production is expected to reach 590,000 metric tons by 1970 compared to 284,000 tons in 1964. The growth of the industry is creating a need for production machinery, controls and related devices, and special materials. Expansion is expected to continue, as new applications of plastics push per capita consumption to higher levels. Plastics manufacturers in Benelux are eager to utilize new technological developments that will keep production facilities modern. This situation opens up opportunities for U.S. firms supplying production equipment and materials to the plastics industry. EUROPLASTICA '69, the International Plastics Exhibition, the most important plastics industry trade fair for 1969 will provide U.S. manufacturers with an excellent opportunity to show and sell their products to the many important plastics manufacturers who will be attracted to this important event. For additional information,call Area Code 202, 967-3958. **U.S. Commercial Exhibition, EUROPLASTICA '69, Brussels, Belgium. Mar. 22-30, 1969.**

Fluidic and advanced switching devices. UNITED KINGDOM. This highly specialized show will attract engineers, scientists, researchers, manufacturers, industrialists, commercial firms and government officials interested in viewing the latest developments in fluidics and advanced switching devices. Equipment to be featured includes: fluidic devices; switches (solid state switches, subminiature switches, microelectric switches, electromagnetic switches, electro proximity switches, limit and transfer switches); relays (miniature and microminiature relays, reed relays, electronic relays, printed circuit relays, static relays, and stepping relays); actuators; solenoid controls; and servoelectric controls. For full details on how you may participate, telephone Area Code 202, 967-3838. **London Trade Center. Apr. 21-25, 1969.**

Machine tools and welding equipment. UNITED KINGDOM. Good sales opportunities await those U.S. firms offering machine tools and welding equipment with superior features. Currently, there are 1.14 million machine tools and 75,000 welding equipment units in operation in the United Kingdom. The latest market survey indicates that 26% of all machine tools are twenty or more years old. Further, 62% of the total units are ten or more years old. For the first half of 1968 orders placed for delivery from all sources were up 6% over the same period in 1967. For full details on how you may participate, telephone Area Code 202, 967-4653. **U.S. Commercial Exhibition, London International Engineering and Marine Exhibition, Olympia, London, England. Apr. 22-30, 1969.**

Packaging, food processing, metal working and forming, plastics, petrochemical, and measuring and testing equipment.

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Weeks promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. Consumer goods suppliers interested in selling to overseas stores holding America Weeks promotions should contact the overseas stores directly if agents are utilized, or otherwise work through the stores' U.S.-based buying office.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Weeks, BIC-926, Department of Commerce, Washington, D.C. 20230.

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa and Hong Kong, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate General in Hong Kong.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-926, Department of Commerce, Washington, D.C. 20230.

KOREA. Korea—the surprise package of the Far East—is rapidly developing as a new and attractive market for American products. This exhibition will provide American suppliers with an excellent opportunity for making immediate sales and a vehicle for developing a long range marketing strategy for Korea. Korean manufacturers want U.S. made machinery and equipment which are generally admired for quality, efficiency and sophistication. American suppliers entering the Korean market now will benefit from participation in Korea's rapid economic growth. Korea has experienced one of the highest economic growth rates in Asia, averaging over 9% a year in real terms during the past five years, with an expected 12% increase in 1968. The manufacturing sector has shown even more dynamic expansion, averaging better than 16% annually since 1962. Call Area Code 202, 967-4705 to reserve space in this important exhibition. **U.S. Industrial Machinery Exhibition, Seoul. May 8-17, 1969.**

Agriculture and food processing equipment. YUGOSLAVIA. Yugoslavia, the corn and wheat "belt" of Europe, is one of the world's leading producers of numerous food products. Export of food products is a major source of hard currency earnings and has led Yugoslavia to concentrate heavily on further development of this sector in its economy. As a result, the climate has never been better for the sale of modern U.S. agricultural and food processing equipment. American machines and technology are widely acknowledged to be the most suited to the type and size of production which is peculiar to Yugoslavian agriculture and food processing. The U.S. Department of Commerce will assist U.S. manufacturers of agricultural and food processing equipment in reaching this ready market by staging an exhibition at the Novi Sad Fair. The Novi Sad Fair is the traditional marketing showplace for this equipment in Yugoslavia. Participation in the U.S. Commercial Exhibition can be your entree to this major food producing market. Call Area Code 202, 967-4161 for participation information. **U.S. Commercial Exhibition, 36th International Agricultural Fair, Novi Sad. May 9-19, 1969.**

Packaging machinery and equipment. GERMANY. Western Europe's already sophisticated market for packaging is expanding rapidly. European manufacturers of machinery and equipment for packaging consumer and industrial goods have not been able to satisfy the demands of this booming market. American equipment continues to be competitive and is finding even greater acceptance as Europeans accelerate the scale of the in-plant packaging systems closer to those prevailing in the U.S. To assist U.S. industry in capturing a greater share of the European market for packaging machinery and equipment, the Bureau of International Commerce is sponsoring a showing of packaging machinery at INTERPACK. This fair, held every three years, is recognized as the largest packaging machinery and materials exhibition in the world. Truly an international fair, INTERPACK will attract buyers from all over the world. A hard hitting market promotion campaign, tailor-made to each individual participant's needs, is already in motion. Book your space now, before the limited area is filled. For additional details on the exhibit call Area Code 202, 967-4161. **U.S. Commercial Exhibition, INTERPACK—5th International Fair for Packaging Machines, Packaging Materials, and Confectionery Machinery, Dusseldorf. May 10-16, 1969.**

Production equipment for the automotive industry. JAPAN. The phenomenal expansion of automotive production in the last few years has made Japan the world's second largest

producer. There was a production increase of almost 40% during Japan's fiscal year 1967 and the Japanese Government has predicted nearly a 300% growth in passenger car production in 1971 over 1966. This will result in 2.4 million passenger cars in a total output of almost 5 million vehicles. Thus it is no surprise that all 10 major auto manufacturers and the more than 1,000 parts manufacturers are surging ahead with expansion plans to meet the booming domestic and climbing export demands. Equipment investment in the automotive industry rose by 74% in Japan FY 1967. Another substantial increase is forecast for fiscal 1968. A Japanese Government program aiming at the modernization of automotive parts manufacturing provides low interest long-term loans for the purchase of 110 different types of machinery. Product categories with outstanding sales potential in Japan are: metal cutting and metal forming machine tools; painting and plating; test and inspection; specialized assembly, and continuous heating equipment; and packaging machinery. Call Area Code 202, 967-5286 for additional information and a space reservation. **U.S. Solo Exhibition, Tokyo. June 10-14, 1969.**

U.S. PARTICIPATION at London's Instruments, Electronics, and Automation exhibition earlier this year brought $1.3 million in immediate sales to 43 American companies, predictions of $7.5 million more by early in 1969.

Specialized graphic arts equipment. JAPAN. Japan's dynamic graphic arts industry has experienced an estimated annual growth rate of 20% and the industry is expected to continue expanding. To accommodate this growth, imports of printing machinery and related products have amounted to around $15 million a year during the past few years. As one indicator, Japan ranks second in the world in magazine circulation with a total annual production of 1.4 billion copies in 1966. In addition, 121 newspapers have a daily circulation of 32 million. Increasing demand for the services of this industry combined with an acute shortage of skilled labor has created a growing market for modern high-speed American made equipment. Products that have a particularly good potential for sales in Japan include electronic offset and letterpress platemaking equipment, high-speed multi-color sheet fed offset press and lithographic rotary press, high-speed automatic precision bookmaking equipment, densitometer and other testing equipment, high-speed multi-color rotary letterpress, automatic photo developing and finishing equipment, electronic photocopy equipment, collating machines, and drawing instruments for analog computers. Take advantage of this opportunity to exhibit in a dynamic market by calling Area Code 202, 967-4512 to reserve exhibit space. **Tokyo Trade Center. July 21-26, 1969.**

Welding and cutting equipment and supplies. GERMANY. The Department of Commerce will sponsor a U.S. Exhibition at the Seventh Welding and Cutting Trade Fair at Essen in September of 1969. This fair is held every four years and is acknowledged to be the largest and most important fair in its field. For further information call Area Code 202, 967-4161. **U.S. Commercial Exhibition, Seventh Welding and Cutting Trade Fair, Essen. Sept. 20-28, 1969.**

Nuclear equipment. SWITZERLAND. One of the fastest growing and most promising fields today is the application of nuclear technology in industry, medicine, power, agriculture and research. As commercial applications of nuclear technology become more widespread, the market for nuclear equipment and instruments expands. The European market is becoming especially attractive as programs for nuclear energy for power generation and the use of nuclear technology for many other uses become a multibillion dollar business. Sales of nuclear equipment will soar as the industrialized countries expand their activities in this field. New opportunities for U.S. suppliers of nuclear equipment are opening up. NUCLEX '69, the International Nuclear Fair, will afford U.S. manufacturers of all types of nuclear equipment and instruments the opportunity to show their products to all the important visitors who will be attracted to this outstanding international event. For additional information, call Area Code 202, 967-5751. **U.S. Commercial Exhibition, NUCLEX '69, Basel, Switzerland. Oct. 6-11, 1969.**

Measuring, recording and control instrumentation for the chemical industry. GERMANY. The Department of Commerce will organize a U.S. Exhibition of instrumentation for the chemical industry at ACHEMA 1970. The fair, held every three years, is regarded as the world's leading showplace for equipment for the chemical industry. For further information call Area Code 202, 967-4161. **U.S. Commercial Exhibition, ACHEMA 1970—16th Chemical Engineering Exhibition and Congress, Frankfurt. June 17-24, 1970.**

Space fully booked

The following shows, in which all available exhibit space has been reserved, are still open for visits by interested representatives of the industries involved. U.S. firms with sales representatives or distributors in the area of any of the listed Trade Centers and exhibitions can ask these local businessmen to visit the shows to see the 'state of the art' in each particular field.

Plastics production and control equipment. ITALY. There's still time to cable your agent in Italy to have him attend this Milan show, which is being held in collaboration with PLAST-68, the International Plastics and Rubber Exhibition, at the adjacent Milan fair grounds. Contacts made at the show can mean valuable future sales. **Milan Trade Center. Oct. 5-13.**

Machine tools, industrial controls, engineering and maintenance, welding and cutting, and materials handling equipment. JAPAN. Space limitations in the U.S. Trade Center in Tokyo have precluded the possibility of presenting a broadly based U.S. exhibition, including many large pieces of equipment, which would be representative of U.S. capabilities in the area of industrial modernization. Sponsored by the Japan Management Association, this fair was first held in 1960 and has shown steady growth in size and importance to the Japanese industrial community. **U.S. Commercial Exhibition, Japan National Plant Engineering and Maintenance Show, Tokyo. Oct. 7-12.**

Advanced metalworking equipment, precision gauges and workpiece/positioning equipment. GERMANY. The economic recovery presently under way in Germany is supporting a renewed demand for machinery for modernization and expansion of German industry. A recent survey shows Germany is on the threshold of applying nontraditional machining processes in the aerospace, nuclear, and automotive industries. **Frankfurt Trade Center. Oct. 14-18.**

Chemical and petrochemical processing equipment and instrumentation, packaging machinery, textile machinery, machine tools and construction and mining equipment. BRAZIL. Requirements for this type of capital goods should increase 20% to 50% annually during the next five years. U.S. exhibitors expect to find prime sales opportunities during Commerce's first major effort in Brazil. **U.S. Solo Exhibition, Sao Paulo. Oct. 15-25.**

Automotive diagnostic/service and accessories show. UNITED KINGDOM. The U.K. market for automotive diagnostic/service equipment and supplies is growing briskly, at an annual rate of 12% with current sales in excess of $28 million. Of this total about 20% is controlled by U.S. manufacturers via either direct export, licensing agreement, or subsidiary companies. **London Trade Center. Oct. 16-24.**

Equipment for the processing of chemicals, petrochemicals and pharmaceuticals. THE NETHERLANDS. The MACHEVO fair, the most important industrial exhibition in The Netherlands, will provide U.S. manufacturers of equipment, apparatus and instruments for the chemical industry, and U.S. fair visitors with an exceptional opportunity to see and sell to the rapidly expanding Dutch market. **U.S. Commercial Exhibition, MACHEVO, Utrecht. Oct. 16-23.**

Climate control equipment. GERMANY. The air conditioning equipment market in West Germany chalked up new gains in 1967 despite a general business slowdown. Another 10% increase in 1968 is forecast, with total sales expected to reach $70 million. The U.S. share of imports in this field is 20%, approximately $5 million. **Frankfurt Trade Center. Nov. 4-8.**

Agricultural and forestry equipment and implements, packaging, food processing equipment, metalworking and woodworking tools. EL SALVADOR. The Central American Common Market is exceeded only by Mexico, Brazil and Venezuela as a Latin American market for U.S. products, having imported $385 million in 1966, an increase of 54% over 1960. **U.S. Commercial Exhibition, El Salvador International Fair, San Salvador. Nov. 9-30.**

Industrial fasteners and adhesives. SWEDEN. American manufacturers of fasteners, adhesives, assembly equipment, production machinery and welding apparatus will have a unique opportunity to meet Scandinavian design engineers and production managers who will visit this show. **Stockholm Trade Center. Nov. 6-12.**

Environmental test equipment. JAPAN. The industrial advances being made by Japan have created a definite need for environmental test equipment. This market is estimated at $18 million now and should reach $25 million by 1970. This growth as well as the growth in such areas as shipbuilding (world's largest), automotive production (second to the U.S.) and consumer products, dictates the need for still additional environmental test equipment. **Tokyo Trade Center. Nov. 11-16.**

Industrial process controls and computers. ITALY. American products in this field are finding a high degree of acceptance among Italian businessmen and industrialists. This exhibition will be held in conjunction with the Italian biannual exhibition of automation and instrumentation equipment at the Milan Fair Grounds, adjacent to the U.S. Trade Center. **Milan Trade Center. Nov. 20-26.**

Laser equipment. GERMANY. The dominant position of U.S. equipment in an expanding market and the fine reputation it already enjoys in German scientific and technical circles, provides a unique sales opportunity for U.S. firms. **Frankfurt Trade Center. Dec. 2-6.**

Advanced medical equipment. JAPAN. Seven thousand Japanese hospitals offer an excellent market for U.S. medical equipment. Categories showing particularly high sales potential are electrocardiographs, biological electronic measuring instruments, monitors and telemeters, medical research and test equipment, medical radioactive measuring instruments, medical television and applications, data processing systems, bioelectro stimulators, and environmental hygienic devices. **Tokyo Trade Center. Dec. 9-14.**

Metallurgical equipment, systems, and alloys. SWEDEN. Scandinavian metals processors imported $32 million in equipment, systems and metals from the United States in 1966. American firms supplied 72% of all imported nonelectric furnaces and 69% of induction heaters. Commerce studies show that market prospects are exceptional for a variety of equipment and processes designed to modernize metals production operations. **Stockholm Trade Center. Dec. 4-10.**

Agricultural equipment makers eye emerging Yugoslav market

Country's effort to push food exports creates sales opportunities for exhibitors in U.S. Pavilion at Novi Sad Fair next May

Yugoslavia, once lost in the background of America's trade picture, shows promise of moving to the forefront as a major buyer of U.S. farm machinery and food-processing equipment.

In response to growing Yugoslav interest, the U.S. Department of Commerce is sponsoring an exhibition of U.S. farm machinery and food-processing equipment at Novi Sad, Yugoslavia, May 9-19, 1969. The Novi Sad Fair is the main showcase for these products in Yugoslavia.

In the past, U.S. firms have made little effort to attract Yugoslav customers. U.S. sales of farm machinery to Yugoslavia in 1966 came to only $2,157,000. A slight advance to $2,736,000 was recorded in 1967.

Latest figures on U.S. exports of food-processing equipment to Yugoslavia are unavailable, but sales in this area also have been small.

The change in Yugoslav market prospects results largely from a decision by leaders of that nation to push exports of food products. This program can succeed only if modern equipment is introduced to many farms and food-processing plants.

Yugoslavia has sent three delegations of experts to the United States in the past year to inspect farms, farm-machinery factories and food processing plants. The director of the Novi Sad Fair has made a similar tour.

A number of U.S. farm machinery and food-processing equipment manufacturers have expressed the view that the Novi Sad Fair will help them gain a big opening wedge in the emerging Yugoslav market.

Research by the Commerce Department's Bureau of International Commerce indicates that the following types of equipment should meet with a favorable reaction in Yugoslavia:

► Agricultural equipment—tractors and associated field equipment; combines and harvesters; irrigation equipment; complete lines of field equipment; aircraft for crop dusting; poultry-raising equipment; livestock-feeding systems.

► Food-processing equipment—corn-processing equipment; vegetable-processing equipment; canning equipment; dairy-product packaging lines; bakery-packaging equipment; brewery equipment and ice-cream production equipment.

A team of Commerce promotion experts will spend three months prior to the exhibit at Novi Sad calling on prospective buyers, representatives and licensees to ensure maximum attendance of Yugoslav industry leaders at the U.S. display.

American makers of farm machinery and food-processing equipment have scored numerous sales successes in Commerce Department shows. Thirty-one U.S. manufacturers of dairy equipment at a July 1966 show in Munich, Germany, rang up $2,950,000 in confirmed sales in a year as a result of the show, and signed 35 agents. Ten American manufacturers of farm machinery exhibiting at Tripoli, Libya, in February 1967 registered confirmed sales of $426,000 and signed six agents.

Fifty-five U.S. companies making packaging and food processing equipment came away from an August 1967 show in Mexico City with $1,136,000 in floor sales plus projected 12-month follow-up orders of almost $5 million.

U.S. farm-machine and food-processing equipment manufacturers interested in the May Commerce Department exhibition at Novi Sad, Yugoslavia, may obtain further information from the U.S. Department of Commerce (BIC 938), Washington, D.C. 20230 (telephone Area Code 202, 967-4601) or from any of the Department's Field Offices.

Duesseldorf site for German international cosmetics fair

The first International Cosmetics Fair, KOSMETIKA, to be held in Germany has been announced by NOWEA (The Northwest German Exhibition and Trade Fair Association). It will take place in Duesseldorf from Sept. 26-30, 1969.

American cosmetics firms have been invited to take part in the show, which will incorporate the Soap Fair held every two years in West Berlin since 1921.

The change from Berlin to Duesseldorf was made in response to the increasing importance and popularity of the Soap Fair. The 1967 edition drew 10,000 buyers and 18,000 other visitors to see the products of 244 exhibitors.

The question of whether to alternate future editions of KOSMETIKA between Duesseldorf and Berlin will be decided after assessing the results of the 1969 show, according to the sponsoring German Soap and Perfumes Association.

Write: NOWEA, 4 Duesseldorf 10, Germany.

Roadbuilding show to be held in Oslo, Norway in June, 1969

The latest in roadbuilding equipment and techniques will be shown at the Road Construction and Development Fair, set for June 7-15, 1969, in Oslo, Norway, and U.S. manufacturers of equipment in this field have been asked to exhibit their products to the Scandinavian buyers expected to attend the fair.

Among the display categories announced by the fair management are: asphalt machinery, bulldozers, concreting machinery and equipment, cranes, crawlers, wheel tractors, excavators and grabs, crushers and graders, geodetic measuring instruments, gravel and salt spreaders, leveling instruments, and loaders.

The Scandinavian Association of Road Technology, which will sponsor the fair, will also hold a congress on road traffic, construction, maintenance, and planning during the fair, expected to draw 1,000 persons.

Write: Scandinavian Association of Road Technology, Oslo, Norway.

Surinam Trade Fair invites participation by U.S. firms

U.S. exporters of products in all fields have been invited to show their wares at the 1969 Surinam Trade Fair in Paramaribo, scheduled for Sept. 25-Oct. 8, 1969, and said to be the major commercial event in that area.

Some 40,000 people attended the 1967 edition of the fair, which featured exhibits from nine foreign countries. The United Kingdom has announced plans already to participate in next year's show.

The fair had been held annually through 1967, and the 1969 version will be the first on a biennial basis, with increased emphasis on participation by foreign countries and companies.

U.S. manufacturers interested in taking advantage of this opportunity to introduce new lines and push sales of established products in Surinam and neighboring Guyana and French Guiana should write: Surinam Trade Fair, Paramaribo, Surinam.

German industry seeks newest metal surface treatment methods to improve production volume

Frankfurt Trade Center show will introduce U.S. equipment to German buyers seeking automation of metal finishing facilities

German industry is pursuing new trends in metal surface treatment, reacting not only to current technology in the appearance and durability of metal products but also to socio-economic factors bearing on the industry itself.

These indications of favorable long-range sales prospects stand out in market research that has prompted the U.S. Department of Commerce to schedule an exhibition of American metal surface treatment equipment and supplies at the U.S. Trade Center in Frankfurt next Mar. 17-21.

An independent survey conducted in Germany for the Department's Bureau of International Commerce, reveals that German industry involved in metal surface treatment recognizes that excessive handwork and old concepts of production are no longer adequate to meet competition. Periodic shortages of skilled labor have underscored the need to improve production volume per employee. Other factors, such as the Federal Republic's "value added tax," also require closer identification of production costs.

Germany's stringent laws regarding industrial waste disposal and air and water pollution similarly prompt special interest in new equipment that aids compliance with these laws.

Automation progresses

As the German metalworking industry becomes more automated in other phases of its production facilities, there follows a corresponding need for more automation of surface treatment and finishing to prevent production bottle-necks.

New finishes and new surface-treatment methods and equipment evolved from the U.S. nuclear and aerospace programs are of interest to German buyers, according to the survey. More pre-finishing of materials can be expected in Germany in the future, with baked-on paints and coatings being used to a greater extent. The finish first-form later concept also will develop there in time, the survey says.

Against this background of favorable long-term market characteristics, U.S. manufacturers are invited to reserve space in the March exhibition for all lines of equipment and supplies for metal surface treatment, preparation, cleaning, plating and coating. For the immediate future, exhibitors are urged to emphasize equipment that is flexible and adaptable to diverse production needs of job shops as well as production lines.

Specific needs

Additional items cited in the survey for their high interest in Germany are:

Devices enabling re-use of chemicals for cost reduction and pollution abatement; finishing processes that reduce surface stresses and possibly eliminate need for stress removal by heat treatment or other follow-up procedures; equipment for metal coating of plastics, or other combinations of materials; equipment to improve magnetic and electrical characteristics or reduce absorptive properties by surface treatment; advanced instrumentation for surface-finishing measurement; equipment for coating foundry castings; advanced and economical methods and equipment to reduce internal friction and corrosion in pipelines and adjacent equipment; ultra-sonic cleaning equipment, and spraying systems with reduced material requirements and labor-saving and hazard-reduction features.

The Trade Center will conduct an extensive market development campaign to assure exhibitors a prime audience of prospective buyers at the March exhibition. Agency-finding assistance for manufacturers seeking permanent representation on the Continent also is offered.

U.S. makers of metal-finishing equipment have found good markets through previous Commerce exhibitions on behalf of this industry. For example, 25 American exhibitors in a metal finishing equipment exhibition in the U.S. Trade Center at Milan, Italy, in May 1966 recorded $840,000 in sales within one year and signed ten agents.

U.S. companies can obtain more information on the Frankfurt exhibition by contacting Thomas Welch, U.S. Department of Commerce (BIC-938), Washington, D.C. 20230 (telephone: Area Code 202, 967-4162), or any of the Commerce Field Offices throughout the country.

U.S. Trade Centers set world theme at Cincinnati store

Shillito's annual trade show will feature leading area exports

The annual Import Show at Shillito's Department Store has become something of a tradition in Cincinnati, but this year the show will highlight the other side of international trade—U.S. exports to other countries.

Replicas of the six U.S. Trade Centers in London, Frankfurt, Stockholm, Milan, Tokyo, and Bangkok will show how the U.S. Department of Commerce promotes the sale of U.S. products overseas.

The exhibition and show is scheduled to run from Oct. 14-26 at Shillito's downtown Cincinnati store.

In cooperation with the Commerce Cincinnati Field Office and the local Regional Export Expansion Council, Shillito's is donating its premises for an exhibition of materials, merchandise and products exported from Cincinnati to various parts of the world. With the theme of the Greater Cincinnati World Trade Salute, 53 local companies will display the best they have to offer to foreign markets.

Each manufacturer will display in his own booth, and the Department of Commerce will operate an information center at the store, providing on-the-spot information to businessmen and the public.

Several events of interest to the Cincinnati business community have been scheduled to coincide with the Shillito's sale. A marketing conference will take place at the University of Cincinnati on Oct. 23. An eight-weeks export workshop, also at the University of Cincinnati, begins Oct. 30 in cooperation with the Cincinnati Field Office, REEC, and the World Trade Club.

The Cincinnati Regional Export Expansion Council will hold its quarterly meeting on Oct. 14 and on Oct. 22 the Cincinnati Association of Credit and Financial Management, Foreign Credit Chapter, will hold its monthly meeting.

Nigeria copes with strains

Economy has weathered the shocks of civil war remarkably well; many problems remain

Nigeria continues to cope remarkably well with the strains placed on its economy by the civil war, but the U.S. share of Nigerian imports has fallen below its pre-war level, according to the semi-annual Economic Trends Report from the U.S. Embassy in Lagos.

The U.S. share of Nigeria's imports in 1966 was a hefty 16.2%, and the United States enjoyed a substantial surplus in its Nigerian trade. Although still in a surplus position, the U.S. share of Nigerian imports has declined steadily since the outbreak of the civil war. This is the result of import restrictions and cutbacks in oil company investment, much of which was brought to Nigeria in the form of U.S.-manufactured equipment.

Through the application of intensified import controls this year, an embargo on the transfer of capital and profits, and a pay-as-the-exchange-becomes-available policy on less essential imports, Nigeria has managed to avoid a deficit in its balance of payments. On current account, Nigeria achieved an average monthly surplus of about $20 million from February through July. Foreign reserves, which fell by almost 50% in 1967, have thus far in 1968 been held at a level of about $110 million. Trade surpluses appear to have been utilized largely for military purchases and debt servicing.

The Central Bank provides foreign exchange to commercial banks to pay remittances and for essential imports only after these higher priority requirements have been met. Consequently, there is a backlog of some $60 million of approved requests for foreign exchange to pay for imports.

Restrictions hit Japan

Japan, which had been capturing an ever larger share of the Nigerian imports, increasingly has felt the impact of trade restrictions and this year finds that it has a deficit trade balance with Nigeria. The principal beneficiary percentage-wise has been Great Britain.

However, the situation for the United States may improve as oil activity is expected to pick up soon. It is not likely, however, that import restrictions will be relaxed sufficiently or that enough foreign exchange will become available to permit imports to flow into Nigeria at their old levels for quite some time.

Capital imports are running at about half the rate of a year ago and declining faster than consumer imports despite restrictions on the latter. Two sectors of the economy currently account for most capital improvements: oil exploration and development, and government. Both are largely foreign-financed.

Export performance has been good; production and export of agricultural commodities has held up well; the world price of cocoa has been high; and petroleum production has gradually improved, with new wells coming onstream.

The transportation system has been effective in moving export commodities to port despite the continued inability of the Federal Government to utilize the rail system in the eastern region for evacuation through Port Harcourt and despite almost unprecedented rains in recent months.

In the general industrial area there is some capital investment, largely capital improvements which were programmed before the start of hostilities.

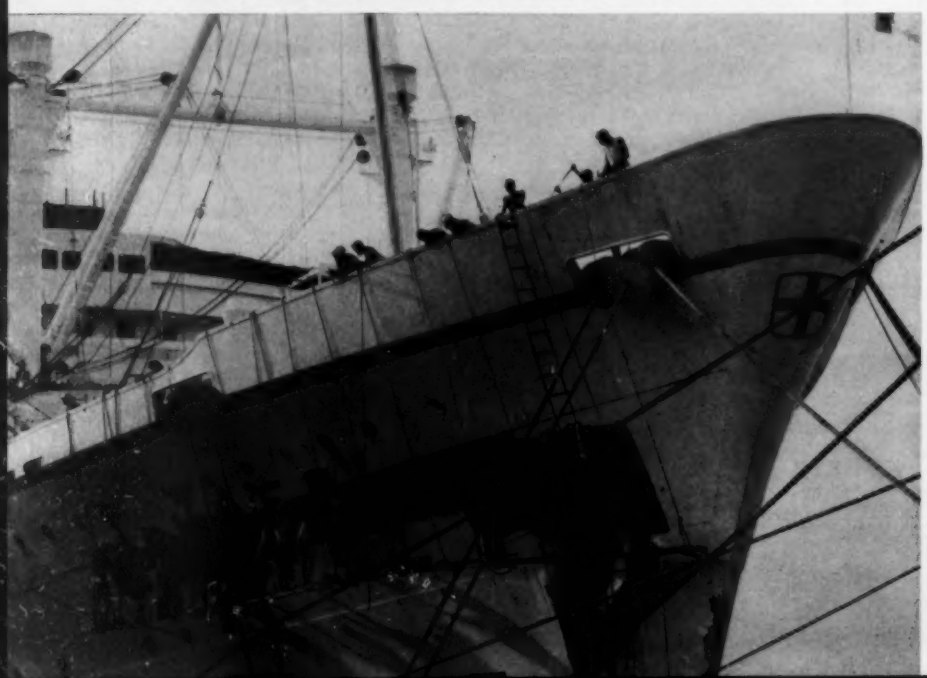
A recent survey of the business community found management very reluctant to make new commitments at this time. The reluctance is largely due to the present shortage of foreign exchange, increasing bureaucratic hindrances and delays and uncertainty in relationships with the new state governments. Additionally, tighter government restrictions on local borrowing of capital by foreign investors—despite the high liquidity of the Nigerian banking system—requires these investors to borrow abroad in tighter capital markets.

Most investors confident

Any pessimism, however, appears to be for the short term, as most investors familiar with the Nigerian market remain attracted by the country's long-term development potential. This attraction stems from the size and potential growth of the market and the volume of foreign exchange which will become available as petroleum production reaches and exceeds pre-war levels. Events of the past two years have shaken out less experienced investors while established firms have stood pat, awaiting the recovery which they foresee beyond the horizon.

In a society where most of the popula-

RECORD TONNAGES OF EXPORT CROPS have been handled by Nigeria's railway system despite the civil war, and have been shipped from the Port of Lagos, which is the only major port still operational. These workmen are painting the hull of a merchantman docked at Lagos. (World Bank)



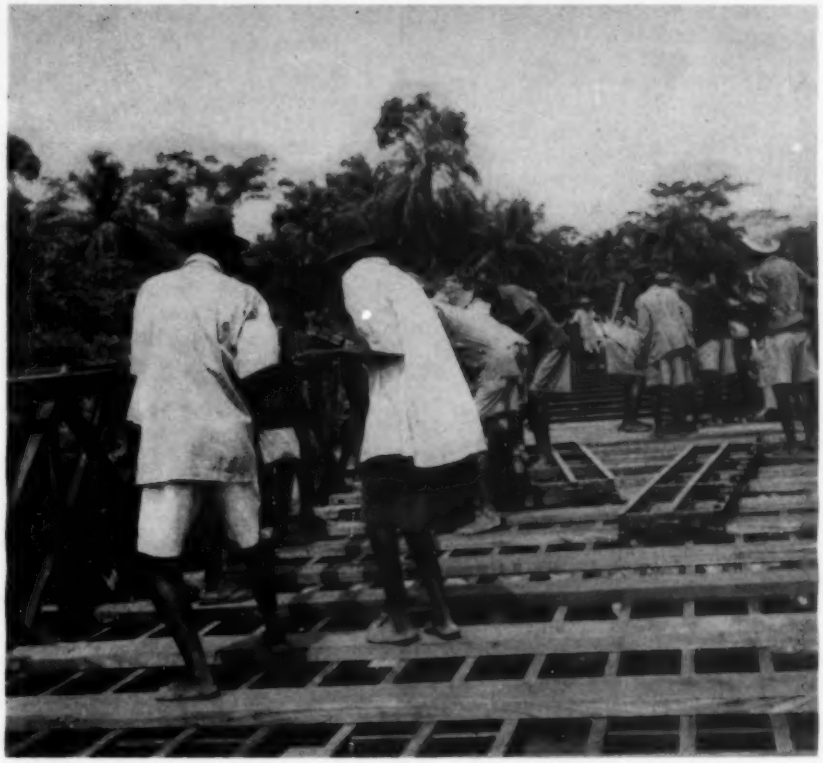
tion is at a subsistence level and effectively outside the money economy, it is difficult to gauge the growth rate with any precision. From a review of the available indicators, the growth rate of the Nigerian economy appears currently—largely as a result of the civil war—to be less than the rate of the population growth.

The agricultural economy—largely comprised of small farms—accounts for over half of Nigeria's gross national product (GNP). Nigeria is one of the world's largest exporters of tropical products, is self-sufficient in food production, and has substantial potential for increased agricultural output. The severe food shortage in parts of the three eastern states is, of course, a result of the civil war which has prevented the normal flow of foodstuff into this area where the normally high density of population has been increased by refugee inflow.

With revenues from oil down to a trickle over the past year, Nigeria has had to rely on agricultural exports as its prime source of foreign exchange. The resilience of the economy is demonstrated by the fact that although the price of peanuts has slumped and the war has severely curtailed agricultural exports from the eastern part of the country, the total value of agricultural exports has declined only by about a tenth.

Oil production, which at the start of the civil war fell to 55,000 barrels per day, has been increasing throughout 1968 and is now up to 115,000 BPD. It should continue to grow steadily over the coming months and may reach the pre-war level of 580,000 BPD within a year to eighteen months.

Oil remains the bright hope for resurgence of the Nigerian economy and should, in the early 1970's, displace agricultural exports as the largest earner of foreign exchange and provide the most important source of government revenues. These predictions are based on the assumption that the Government will not revise the petroleum tax structure in such a way as to discourage development of the Nigerian oil industry.



DAMAGE TO BRIDGES AND COMMUNICATIONS will pose a substantial problem in getting Nigeria's economy back on its feet. This bridge is in the area hardest hit by the war. (World Bank)

Revenues are short

If the civil war drags on longer and military costs remain high, hopes of a balanced budget may prove illusory.

Meanwhile, as imports have been curtailed to conserve foreign exchange, government revenues have fallen. In a normal year, customs duties would provide nearly two-thirds of all government revenues. Other sources of revenue are being tapped with only limited success and the government has increasingly resorted to deficit financing. Conservative in fiscal matters, the government has proceeded on this course with caution and thus far its actions have not had an inflationary impact.

Nigerian Gulf active

For the present, only Nigerian Gulf is producing commercially. It is gradually stepping up production by tying in new wells and fields to the existing evacuation system and should reach about 150,000 BPD around the end of 1968. Onshore in the same area, Shell-BP is developing production and evacuation facilities, due for completion in September 1969, which will allow a production of 365,000 BPD from its midwestern fields.

The near-term outlook for production from the fields in the former Eastern Region remains uncertain. Most of these fields have been retaken by Federal forces, but some areas remain subject to incursions. Conditions have not yet permitted a full survey of damage to pipelines and oilfield facilities. Even with immediate pacification of the area, repairs to the system would take several months.

While an early restoration of pre-war levels of production is not to be expected, Shell-BP may be able to resume a limited flow of oil by the end of this year. There are reports of damage to the refinery at Port Harcourt which may keep it out of operation until 1970.

Kainji Dam, Nigeria's multi-purpose dam, is nearing completion on schedule early in the new year. When completely installed, a nation-wide grid will provide Nigeria with one of the best-planned electric power systems in West Africa. The rate structure, however, is not yet determined and it remains to be seen whether or not Kainji means cheaper power.

Until now, industrial expansion has been restrained by a shortage of power and many firms have been forced to install standby equipment to meet emergency requirements. Although only one-third of the dam's ultimate power capacity is being installed initially, Kainji's four 80-megawatt turbine generators will double Nigeria's present generating capacity.

Kainji, designed in 1962 to come on-stream to meet a nationwide shortage, in

1968 will have substantially more generating capacity than will be currently required even with reintegration of the former Eastern Region.

The civil war has truncated the transportation system and deprived the country of one of its two major ports. The system also suffers from long-term neglect and insufficient planning and coordination. Nonetheless, the railway has been able to transport record tonnages of export crops, and trucking continues to increase despite the unusually heavy rains in June and July which caused temporary interruptions. Commercial barge traffic on the Niger-Benue River system continue to be halted by the civil war, which also has reduced domestic air services to a bare minimum.

This year's announced Federal budget was balanced on the assumption that the war would end half-way through the fiscal year which began April 1. It was hoped that the war-caused deficits of the first half of the year would be wiped out by budget surpluses in the last half, as the domestic economy returned to normal and revenue derived from imports and exports improved.

The problem of revenue at the state level is even greater. Of the twelve states, only four have reasonably adequate tax bases. All must look to the Federal Government for a sizable share of their revenues. But the Federal Government, which is already piling up a sizable deficit, has been slow to provide the new states with sufficient funds to cover the recurrent deficits, let alone provide for the capital budgets needed to build facilities just to house and adequately equip the new state governments.

While the civil war has resulted in substantial damage, it has been confined to the former Eastern Region—and largely to the new East Central State—where, for the most part, the war has been waged. Damage to housing and small shops should not interfere greatly with the resumption of normal business activity.

Oil firms strong

Oil installations and large industrial and commercial enterprises are mainly owned by financially strong companies which have the capability to undertake their reconstruction. Damage to bridges, communications and transport will pose a greater problem, but hopefully the government will be able to complete the most pressing repairs within a reasonable period.

The most immediate problem will be to assure adequate relief to the suffering, a matter now of international concern; encourage the refugees to return to their homes; restore public services; and encourage resumption of normal trade activities.

A major step in restoration of trade was the recent decision by the government to permit the circulation of the new Nigerian banknotes—issued last January—in the former Eastern Region.

Economic activity in recaptured areas has been stifled in part because traders and wage earners were not sure that the old Nigerian notes in use at the time would be of value in the future. By offering to exchange amounts of rebel currency (which while nominal, will meet the needs of most individuals), as well as old Nigerian notes, the Federal Government has set a tone for reconciliation which should have a favorable impact. The introduction of the new currency should encourage the free flow of essential goods, primarily foodstuffs, into the eastern states where they are needed.

The Federal Government targets a two- to three-year period for reconstruction in the East. At the same time, it will be required to focus on the requirements of the new 12-state federal structure. In the final analysis, it will be the reforging of trade patterns and human relationships, which have been the chief casualty of the civil war, that will be the most difficult task of reconstruction.

With the civil war apparently drawing to a close, Nigeria can begin to look forward to exploiting its large potential for economic development. The long-range prospects from an economic standpoint are excellent, given the prospects of substantially larger revenues from oil than in the pre-civil war period, in addition to a strong and diversified agricultural export economy; self-sufficiency in food; a reasonably good transport system; an improving communication system; and, with the completion of the Kainji Dam project in December, more than enough power for the foreseeable future. In addition, the civil war has given Nigeria some experience in government management of its trade and finances, an experience which should be applicable to efforts at reconstruction and development.

Depends on solution

Much, of course, depends on the ability of the Federal Government to work out satisfactory political arrangements which will avoid prolongation of the civil war or intensive post-war insurgency in the East-Central State. Much also will depend on how large—and thus how costly—a military establishment will be retained in the long run.

On balance it seems highly likely that many foreign investors, particularly those already on the scene who have remained throughout this crisis, will be inclined to invest or augment present investments as soon as the civil war ends. Given a settlement of its political problem, Nigeria should be able to resume its economic development efforts, perhaps at a pace greater than in the years just preceding the war period.

In the short run, it is unlikely that the situation will improve much, or soon, from the standpoint of American exporters of consumer goods. With an increase in oil activity, however, and given a reduction in foreign exchange outlay for military purposes, even the short run should see an increased market for capital goods, particularly those items associated with the oil industry.

In the longer term, with oil export receipts expected to match the current sizable earnings of agricultural exports, the foreign exchange situation will be greatly improved and Nigeria should be a strong market for a wide range of U.S. consumer and capital goods.

Industries still small

Nigeria's industrial base is still small, accounting for only about one-tenth of GNP. Before the civil war, however, it was the fastest growing part of the economy. Industry is found in nearly all the larger population centers, but is more heavily concentrated in the southern hinterlands behind the ports of Lagos and Port Harcourt. Many small industries serve markets in their own regions with little dependence on outside sales. As a result there has been little dislocation except in the war-affected area.

Neither has the war caused an industrial boom, since most military procurement except for textiles, tires, and beer has been from abroad. The Government has sought to maintain normal industrial production by permitting continued imports of spare parts and essential raw materials. Only the construction industry has been notably depressed.

The market position of some industries has improved where competition has been reduced either because former competitors are located in the war zones of the former Eastern Region or because import restrictions have reduced the flow of competing imported products.

CHEMICALS WERE AMONG AUSTRIA'S LEADING IMPORTS from the United States during 1967. Above, chemical plant near Vienna expands with aid of the Austrian Investment Credit Corp. (World Bank)

Rebounding from 1967 slowdown, Austria GNP increase improves outlook for consumer goods

Kennedy Round cuts will benefit import of U.S. goods, such as sports and photo equipment, toys and games, writing utensils

By JOSEPH RAND
Commercial Attache
U.S. Embassy, Vienna

The Austrian economy is recovering rapidly from its 1967 slippage. It is anticipated that last year's slim 2½% GNP real growth rate may increase to about 4%. Last year GNP growth without agriculture was only 1.6%; this year's non-agricultural growth is expected to account for nearly the entire 4% GNP growth rate, due to poor harvests.

For a country with a rather static population census, this recovery translates itself into a relatively substantial per capita increase which, in turn, is reflected in a rapidly growing demand for more consumer goods and the amenities of life. This burgeoning standard of living also shows Austrian confidence in continued prosperity.

The demand for consumer goods is evidenced by increased Austrian production, imports and retail sales. Statistics show Austrian imports of consumer goods up 9% for the first half of 1968, compared with the same 1967 period. These imports during the first half of this year amounted to $438 million, compared with all Austrian consumer goods imports of $809.5 million in 1967.

All imports from the whole world were $2.3 billion in 1967; total imports from the United States were $81 million. Principal imports from the United States were machinery, raw materials and chemicals. The Austrian market opened up dramatically for American computers and business machines.

Top consumer imports

Leading Austrian consumer goods imports from all over the world in 1967 in millions of dollars were: automobiles (144.7), garments (45), electrical household equipment (35.6), furniture (20.6), books, magazines and newspapers (20.4), toys, games and sporting equipment (15.5), footwear (12.4), TV and radio receiving sets (11.5), and musical instruments, record players and records, tape recorders and tapes (7.2).

Leading consumer goods imports from the United States in 1967 were: automobiles ($1.2 million); toys, games and sporting equipment ($489,000); garments ($451,000); musical instruments, record players and records, tape recorders and tapes ($254,000); and electrical household equipment other than home entertaining ($202,000).

Austria implemented the second tranche of Kennedy Round reductions on July 1. These cuts will benefit U.S. exports to Austria of a wide range of consumer goods, particularly sports equipment, toys and games, writing utensils, photo articles, and home entertainment equipment. Within the next three years further cuts are to follow and should bring down customs duties to half of the original rates.

One of the more rapidly growing imports in the consumer goods category is that of toys, games, and sporting goods equipment. These Austrian imports grew 29% from 1965 to 1967; total Austrian imports grew only 10% during the same period.

The category known as toys, games, dolls and children's vehicles in America happens to be one of strength and innovation. The Commerce Department's *U.S. Industrial Outlook 1968* stresses the advances made by the industry in improving its products and appealing to educational and adult markets, thus increasing sales despite the declining birth rate.

The American Embassy in Vienna, for its part, has already embarked on its consumer goods drive. It is conducting a vigorous America Weeks program, is actively participating in the Austrian trade fairs and in the Milan and Frankfurt Trade Center exhibitions, is encouraging attendance at the National Retail Merchants Association World Retailers meeting next January, and is operating an active tourism program.

Consideration is being given to a consumer goods catalog exhibition and the Embassy has recommended the preparation of catalogue pages of consumer goods for direct distribution to prospective distributors. Of course, the Embassy trade lists of consumer goods formerly listing separately automotive vehicles and equipment; books, magazines and periodicals; boots and shoes; dry goods and clothing; electronic equipment for home entertainment; household appliances; jewelry, silverware, timepieces and giftware; musical instruments; sporting goods, toys and games, are now all being automated and selections by prospective U.S. exporters may be made on a pin-pointed basis.

New Sierra Leone Government retains economic reform program, trade with U.S. up substantially

New leadership encourages foreign commercial participation; change in driving patterns may help compact U.S. cars

Sierra Leone's new leadership has earned high economic marks during its first six months in office.

After nearly thirteen months of military government in Sierra Leone, the coalition of army and police officers was overthrown on Apr. 18. Siaka Stevens, former labor leader and longtime politician, was appointed Prime Minister eight days later and a Cabinet was formed on Apr. 30.

The National Reformation Council's fiscal and economic reforms have been continued by the present civilian government, according to the annual Economic Trends Report from the U.S. Embassy in Freetown. These have helped restore general international confidence in Sierra Leone's economy, and a domestic confidence reflected in increased diamond trading activity in the first half of 1968.

During the first quarter of 1968 trade with the United States was considerably increased over the same quarter a year ago. Imports were up 42% in value and exports increased some 81%, as the U.S. remained one of Sierra Leone's major trading partners.

Increased U.S. investments in Sierra Leone in 1967 came from Seaboard Allied Milling Corp. of Kansas City, Missouri. The opening of a new corporation, known as Seaboard (West Africa) Ltd. for the production of wheat flour added to the other limited U.S. investments in the country. Capable of producing 100 tons of flour per day in its fully-automated plant, it is next to the industrial park of Freetown that contains some 20 other manufacturing and commercial firms.

While Sierra Leone's relatively small population and low per capita income may discourage certain commercial enterprises, short-term investment advantages and long-term economic opportunities should enable Sierra Leone to attract more American business. The changing of driving patterns in 1970, to driving on the right hand side of the road, should create a possible market for compact American vehicles.

Emphasis upon agricultural development should result in a small market for light agricultural machinery and implements. The government continues to seek foreign agricultural firms to invest in large-scale commercial agricultural schemes.

Further mineral exploitation may be possible following a comprehensive geological survey to be carried out by the Soviet Union. In general, however, a relatively sluggish economy suggests that investment opportunities remain limited.

During the last quarter of 1967, the Government sought to spur the economy by encouraging increased foreign commercial participation. In October the controversial Non-Citizen's Trade and Business Act of 1966, which had barred foreign participation in certain secondary industries and commercial enterprises, was revoked.

The task ahead

If Sierra Leone's new civilian government can avoid the questionable economic practices of the previous parliamentary government and implement the fiscal stabilization program outlined by the National Reformation Council, there is some reason to be relatively optimistic about the economic future. There have been some hard decisions reached on the termination of the railroad, the closing of plantations, the curtailment of expansion programs in health and education and the reduction in expenditures for higher education.

It is now up to the politicians to reconcile Sierra Leone's infinite aspirations with its finite resources. In the forthcoming by-elections for Parliament, the politicians face the difficult task of explaining the need for fiscal stabilization.

The devaluation of the British pound resulted in the devaluation of the leone on Nov. 22. The devaluation of 14.3% relative to the U.S. dollar reflected the government's serious concern over the sluggish economy and the balance of payments deficit.

Initially it was feared that the increased price of imports from non-devalued areas combined with increased domestic purchasing power would lead to inflation and the need for currency exchange controls and import quotas. The awarding of a further standby arrangement by the IMF of $3.6 million in January forestalled the need for such restrictions.

Trade gap widened

The trade gap widened in 1967. It was anticipated that devaluation would encourage increased imports from the Commonwealth while stimulating sales of Sierra Leone exports to non-devalued countries. However, the trade pattern for the first quarter of 1968 was remarkably similar to previous year trade statistics in terms of trade with sterling and non-sterling areas.

The considerable trade deficit in 1967 was in large measure attributable to an enormous dip in diamond purchasing. The military government had imposed increased export taxes and a development levy on diamond dealers which resulted in increased illicit trading. Purchases by the Government Diamond Office during November-December fell some 70% from the previous year purchases.

With devaluation, the diamond export tax was cut from its record high of 10% back to 7½%. At the same time the GDO raised the leone price of diamonds by 16⅔%. While diamond purchases during the first five months of 1968 were substantially below those made during the same period in 1967, there was a gradual recovery in May and June.

Parallel to this recovery the successful negotiation of a 10½-year contract by the Sierra Leone Development Company to ship 1.1 million tons of iron ore to three Japanese steel firms each year transformed the outlook and future of the operation at Marampa. With the falling demand for iron ore in Europe, the plant had been operating at only 75% of capacity. This contract will require a renovation in the port facilities at Pepel.

Hopefully, additional revenues will be generated by the export of rutile from deposits at Gbangatok, which are said to be the largest reserves in the world. The Pittsburgh Plate Glass Co. and British Titan Products' Subsidiary, Sherbro Minerals, Ltd. began exporting rutile in June 1967. For a variety of technical reasons,

production has been considerably below anticipated outputs.

To overcome these difficulties and further expand their operations, Sherbro will invest an additional $2 million during the next two years. Similar technical problems have limited the quantities of bauxite available for export by the Swiss subsidiary, Sierra Leone Ore Metal Co. Full production of the rutile and bauxite mines should enable Sierra Leone to narrow the existing trade gap considerably.

New refinery

During the next six months or so a petroleum refinery with an annual output capacity of 500,000 tons of petroleum products will become operational. Restrictions on the importation of all refined petroleum products will assure a ready market for this government-owned operation. Sierra Leone's present level of consumption is approximately half the capacity of the refinery, and the government will be seeking potential external markets.

Even with the relatively heavy debt burden, government efforts at fiscal stabilization are beginning to take effect. It is presently anticipated that foreign exchange reserves will continue to increase, reaching the $23-$24 million level by the end of 1968.

During 1967 the management of the Sierra Leone Produce Marketing Board was suspended and a new Director and Board were appointed as a result of various disclosures on the corrupt operation of the SLPMB. The organization had accumulated liabilities of $5.4 million during 1965 through faulty marketing, over-expansion and uneconomic investments.

Divested of most of its uneconomic oil palm, citrus, rubber, cashew and rubber plantations, the SLPMB has been making a slow recovery. This recovery is of critical importance because it remains the sole buying organization for palm produce, coffee, piassava, cocoa and ginger.

Restoration of confidence in the Marketing Board has been stimulated by increases in rates paid to producers for agricultural commodities, by its reorganization and by its present ability to meet its obligations with the help of a loan from the Standard Bank of West Africa, Ltd.

Farm exports lag

Despite the more optimistic trend, exports of agricultural products for the first three months of 1968 amount to only 29% of total exports, even though 70% of Sierra Leone's labor force depends on agriculture for a livelihood. Approximately 10% of Sierra Leone's imports during the first quarter of 1968 were agricultural or food commodities.

In the Budget Speech for 1968/69 the Minister of Finance, outlined a development program amounting to $12.6 million, with some 73% of the planned development expenditures to be derived from foreign grants and loans. The emphasis of such a program will be on agriculture and communications.

In the area of public health, the World Health Organization anticipates funding a $3.6 to $4.8 million sewage system for Freetown.

The extension of the Queen Elizabeth II quay at Cline Town, which will eventually allow six vessels to load or discharge simultaneously, is due to be completed in 1969.

In an effort to mobilize local capital resources for national economic development, a Sierra Leone National Development Bank has been established with an authorized share capital of $1.2 million. Fifty-one percent of the share capital will be held by the Bank of Sierra Leone, the rest to be subscribed by foreign commercial banks, mining companies and other foreign investors.

While government is making the right moves in terms of development planning, both foreign investment and assistance are required to implement programs. The limited availability of foreign assistance and the difficulty that government has in meeting local project costs makes it difficult to attract external aid. A heavy debt servicing burden will severely limit local monies available for development, making it difficult for Sierra Leone to meet its share of development expenditures.

Skeptics proved wrong

Some resident expatriate businessmen and some of the journalists who have visited Sierra Leone have predicted the end of liberal investment policies for foreign investment. These same skeptics have also predicted a march to the East by the Stevens Government to obtain goods and services from the Soviet Bloc.

Sierra Leone has, instead, so far retained a neutral political stance, a liberal foreign investment program and some of the most liberal policies on the repatriation of capital and dividends in Africa. The government has maintained past policies for encouraging foreign investment, offering tax concessions and reduced duties on the importation of equipment and construction materials for capital development. These measures are intended as major selling points to attract foreign industry.

SIERRA LEONE HAS WORLD'S LARGEST KNOWN RUTILE DEPOSITS, but output has been below expectations. This dredge digs rutile for Sherbro Minerals, Ltd., partly-owned by Pittsburgh Plate Glass.

Haiti's traditional economy continues on downward path, but active export industries develop

Small businesses concentrate on production for the U.S. market; international experts concerned over continued deficit financing

Haiti's traditional economy continues the slow process of deterioration which has been under way for some years, according to the annual Economic Trends Report from the U.S. Embassy in Port-au-Prince.

The Government, already resorting to heavy deficit financing to meet payrolls, devotes limited efforts to investment. Most citizens live under subsistence agricultural conditions, with little opportunity to improve their lot.

A potential famine in Northwest Haiti, due to a severe drought which also affected other countries in the Caribbean, was checked in mid-1968 by substantial food donations from the United States. Crop fluctuations due to weather conditions are important in the economy; if spared hurricane damage, production of some basic food crops should rise in the year ahead.

Domestic trade stagnating

Domestic trade is stagnating in the capital and other towns. Gasoline sales continue a downward trend, reflecting both high taxes on the product and a shrinking car and truck population. Soft drink sales continue to slump, but sales of another low-cost consumer item, cigarettes, are rising. A major portion of the work force is either unemployed or underemployed, limiting purchasing power.

Major public investment projects are few, but important to the small economy. The new jet airport, completed in 1967, is working well. Several miles of new highway have been constructed, but the national road network on the whole continues to deteriorate.

The Haitian Government has contracted with an Italian firm to install hydroelectric generating equipment at the Peligre Dam in the next few years, with the power to supplement and eventually replace diesel-generated power at the capital.

A Canadian firm is using the proceeds of an Inter-American Development Bank (IDB) loan to augment the Port-au-Prince water system, with completion expected by the end of 1968. A second IDB loan for potable water facilities in smaller towns is being discussed.

Private foreign investments are expanding, though the trend is mixed. A Canadian group signed a contract in August to refurbish and expand the country's internal telephone system, which at present has fewer than 2000 operating lines. An American-owned flour mill which filled the country's flour needs shut down in June, with the shortage of foreign exchange cited as a cause.

A number of export-oriented industries are being established or expanded by foreign capital, usually in conjunction with local associates. Since Haiti has the largest pool of low-cost labor in the Caribbean (average payroll costs under $2 per man day), the proximity of this resource to the North American market may lead to further investment in the months ahead.

The outlook for major export crops shows little change. Barring weather damage, the 1968/9 coffee crop should be about 20% larger than the past year, with roughly comparable prices. Coffee accounts for close to half of Haiti's exports. Sugar exports should continue to hold at recent levels. Sisal production has been resumed at the country's major plantation, but due to low world prices will not bring the large proceeds of former years.

Relatively new export markets (under $1 million each) are being developed for spiny lobster and mangoes. Meat exports, chiefly directed to Puerto Rico, are unlikely to expand until improvements are made by lowering the slaughter age of cattle.

Mineral production is important, though at a low level in international terms. The French-owned cement plant operates below capacity, and management seeks export opportunities. An American-owned bauxite operation continues to function. A foreign-owned mine producing copper concentrate suffered flood damage in mid-1968, but operations are expected to resume soon.

The active export sector is composed of a small group of firms which process local or imported raw materials for re-export, utilizing the low-cost but well-disciplined Haitian labor force. Both local entrepreneurs and foreign investors are moving into the field, often in combination.

In terms of scale, one shoe firm already exports more than $1 million annually. Several firms employ about 500 workers, and one is reaching 1,000. Returns on invested capital appear to be quite high.

The labor-intensive export industries show a wide range of product mix. Most of the softballs and baseballs imported into the United States come from a cluster of plants in Port-au-Prince. Traditional handicrafts (wood carvings, beads, handbags, hats) are finding a good market.

Newer units are producing embroidered and decorated wearing apparel, and processing imported cloth. Several firms are producing electronic components, and one is the off-shore source for stuffed toy animals marketed by a major American firm.

Tourism increasing

Tourism also appears to be increasing, perhaps by as much as a third over the previous year. The increase appears due to the growing ease of air travel and, more recently, official U.S. efforts to discourage travel outside the Western Hemisphere.

Tourist receipts are still well below the peak reached in the winter of 1961-62, and there is still some unused hotel capacity. Efforts by the national tourist bureau, the new management at the gambling casino, and hotel owners may lead to further tourist expansion.

Since Haiti has a convertible currency, demands for imports can be very high. Chief food imports are wheat, flour, vegetable oils and fats, fish products, and specialty products. Textiles, petroleum products, vehicles, pharmaceuticals and hardware are also important imports. The United States supplies roughly half the imports for consumption, and almost all the imported raw materials for the re-export industries.

Haiti's fiscal and monetary situation is weak. The country is operating with negative international reserves, and in September 1967 failed to meet IMF requirements for renewed standby financing. The Government is in arrears on several official debts to foreign creditors,

including agencies of the U.S. Government.

The fiscal 1968/9 budget (fiscal year begins October 1) was again set at the nominal level of $28 million, but it is unlikely that receipts will pass $20 million. The expenditure target will probably be met, as it was in fiscal 1967/8, but only by recourse to heavy deficit financing at the Central Bank.

International experts have expressed concern over how long deficit financing at a rate of 40% per year can be continued without causing major damage to the local currency. A mitigating factor is that the Government draws substantial income from non-budgetary sources; though accounts are not published, some estimate that these resources are large enough so that the Central Bank is financing less than 25% of total government spending.

Because of the restricted domestic market, expansion-minded Haitian entrepreneurs are examining the prospects for industries which process imported raw materials for re-export. Work is under way to establish a Free Zone industrial complex adjacent to the new airport and close to the port.

As new jobs are created, American exporters should find the Haitian market growing, both for industrial products and consumer goods. Closer attention to the present market in consumer goods, pharmaceuticals and equipment could wrest sales from European and Japanese competitors.

Uruguay tries to curb inflation while boosting economic growth; U.S. remains a major supplier

Small market, import restrictions put practical limit on size of U.S. sales; agriculture chief cause for 1967 slump in GNP

Uruguay's chief economic task is to rein in the high rate of inflation which reached a peak of 183% for the year ending on June 30, while at the same time ending the economic stagnation which saw a 5% drop in the nation's gross national product last year. The semi-annual Economic Trends Report from the U.S. Embassy in Montevideo says that a 17% decline in agricultural output was principally responsible for the lower GNP.

This decline continued in the first half of 1968, but is expected to be reversed toward the end of the year. Other factors contributing to 1968's expected decline in GNP include tight credit and a continued restriction on imports of raw materials.

The United States is Uruguay's major supplier, with about 12% of the market. Imports of capital goods should increase as Uruguay's development program takes hold and it begins to utilize more rapidly the $65 million now available under international and U.S. loan agreements.

Import restrictions on consumer goods are also expected to be relaxed progressively as the government seeks to replace revenues lost from lowering export taxes by increased revenues from import taxes.

Export terms will play an important part in maintaining or increasing the U.S. share of the Uruguayan import market. In Uruguay credit is tight and interest rates are high. Better export terms would lighten the financial burden for the importer and enable the U.S. exporter to compete with the attractive terms offered by European and Japanese exporters.

Exports, one of the principal components of the Uruguayan economy, continue to reflect the low level of agricultural production. Exports in 1967 totaled $158 million, some $28 million below 1966 and $33 million below 1965. Through August of this year, exports were $102 million, compared to $107 million for the same period in 1967.

Although meat exports were hurt early this year by the United Kingdom's prohibition on meat imports from areas where hoof and mouth disease was endemic, Uruguay was able to sell above normal amounts when the ban was lifted in April. Beef exports have continued to increase in recent months.

Wool exports through July for the 1967-68 clip year total 163,000 bales as compared to 119,000 for the same period last year, as the maintenance of a realistic exchange rate resulted in the export of wool held over from the previous clip year.

Officially recorded imports through July were valued at $69 million, less than 70% of the $102 million imported during the first seven months of 1967. This year's favorable trade balance has been achieved by continuing tight import controls based on high import duties and prior deposits, the lower level of economic activity, and the realistic exchange rate.

Industrial production, which normally comprises almost 25% of the GNP, is down. Manufacturers have been hurt by reduced demand as consumers' real incomes have been reduced by inflation; by lower agricultural production which has restricted activity in the food processing industry; by tighter credit which has increased difficulties in financing raw materials, plant and equipment; by the Government's wage and price freeze which has hurt sales; and by import restrictions.

Prior to the June 28 wage and price freeze, major appliances, furniture, and other items normally bought on credit were selling reasonably well because the debtor benefited from an inflationary economy where prices and wages were routinely raised. With the freeze, purchasers are no longer assured that prices and wages will continue to rise and sales are off accordingly.

Importers of trucks, tractors, and farm equipment report that tight import restrictions and delays in processing import requests have greatly reduced their inventories.

Possibly the greatest cutback has been in the food processing and beverage industries. Last year's poor wheat, sunflower, flax, and barley harvest hurt the milling, vegetable oil and malting barley industries. Through wheat imports financed under PL 480 programs, the milling industry has been able to operate at

Import limitations

Any assessment of U.S. export opportunities to Uruguay must give due consideration to two principal factors; the small market available in this nation of less than three million people and the restriction in imports resulting from the difficult economic situation.

Uruguay in recent years has been averaging $160 million annually in imports. About half of Uruguay's imports normally are for raw materials and fuels, and another quarter for machinery, agricultural implements, and vehicles.

reduced levels. The malt industry has been able to meet internal demand, but has had to reduce its normally large exports to neighboring Brazil sharply. Soft drink consumption is well below 1967, mainly because of increased prices caused partially by increased excise taxes.

The restrictions on imports have reduced production of tires. Stocks, however, have been maintained and the industry is counting on the normally good tourist season to improve sales.

The chemical and the automobile assembly industries are the brightest industrial spots. Most of the chemical output is used for the production of fertilizers for the agriculture sector. Fertilizer consumption has increased from 60,000 metric tons in 1957 to 139,000 tons in 1967. The automobile industry, which assembles completely knocked down kits of cars and trucks, has been doing well despite high taxes on automobiles.

The construction industry, which has been hard-hit in recent years by inflation drying-up sources of financing, is probably down this year. Production of cement, however, has been maintained at previous levels through exports to the large market in southern Brazil and also some to Paraguay.

Inflation continues

Uruguay's hyperinflation reached a level of 136% in 1967 after increasing 50% and 90%, respectively, in the two previous years. As a major goal in its stabilization program, the Government hoped to cut the 1968 inflation rate by half in comparison with 1967. However, price adjustments following the November 1967 and the April 1968 peso devaluations, the fall in 1967/68 agriculture production, and a 1967 fiscal deficit equal to 23% of government expenditures, resulted in a 61% increase in the cost-of-living in the first eight months of 1968.

While most of the goals of the stabilization program were achieved during the first half of 1968, inflation continued at a high level as the government did not have effective control over private wage policy. Accordingly, on June 28 a wage and price freeze was imposed, which resulted in a price rise of only 0.6% in July and a 1.7% decrease in August. The freeze is expected to have a continuing dampening effect on the inflation rate for the balance of the year.

Through June, Government expenditures totaled 21.6 billion pesos, while tax revenues were 20.5 billion pesos. The 1.1 billion peso deficit was financed without inflationary borrowing from the monetary authorities, mainly through sales of Treasury notes. For the whole of 1968, the Government is hopeful that expenditures will not exceed revenues by more than three billion pesos, the goal under the financial stabilization program. Holding the deficit to 7% of expenditures in 1968 will represent a considerable improvement over the 23% deficit in 1967.

On Apr. 29 the Government devalued the peso from 200 to 250 pesos to the dollar. Despite weakening confidence in the peso as demonstrated by increasing speculative pressure in April, the move caught many by surprise since the peso had been devalued substantially six months before. The devaluation was necessitated by the 60% increase in the cost of living since the November devaluation, which had resulted in an outflow of foreign exchange that had begun in mid-April. This rapid price rise highlighted the difficulty of devaluing without an effective wage and price policy.

Aided by the Apr. 29 devaluation, Uruguay's net foreign exchange reserve position improved by $28.6 million in the first half of 1968, slightly below the $30 million goal under the IMF Standby, and continued to improve in July and August.

During 1968, Uruguay has made substantial progress in improving the repayment structure of its foreign indebtedness. Uruguay's $51 million external debt with U.S. commercial banks was renegotiated in August. The debt, guaranteed by gold on deposit in the United States, was assumed by the year-and-a-half-old Central Bank from the official Bank of the Republic. The U.S. banks also authorized a new $25.5 million short-term credit line, which the Central Bank began drawing on in September, to compensate for the seasonal dip in foreign exchange earnings.

As part of its stabilization program, the Government planned to limit the expansion of commercial bank credit to 45% of last year's portfolio. Since credit increased by 37% during the first half of the year, credit for the remainder of the year is expected to remain tight. Coincident with the wage and price freeze, commercial bank credit was not allowed to increase in July and August, although some increase during the remainder of the year is likely.

The Government has recently presented various proposals to improve private and public efficiency. These include: reducing the government payroll through mandatory retirement; increasing the workday of private and public bank employees from 6 to 8 hours; and reducing the number of national holidays from 20 to 13.

The Uruguayan development program, largely financed by external assistance, centers around basic projects such as roads and water systems, and increased investment in the agriculture sector, the backbone of the economy. Uruguay has $65 million available in undisbursed loans from international agencies and the United States. The drawdown on these loans, some of which were signed several years ago, has been slow in recent years, mainly because of the local counterpart funds required by international agencies and frequent changes in the personnel of the local agencies administering the programs.

Top priority

Agricultural development projects have received the highest priority, with one billion pesos earmarked for the promotion of non-traditional exports including leather goods, woolen textiles, and fruits and vegetables. Other projects include financial assistance for crop storage facilities, agriculture research and extension facilities, agricultural credit, rural schools, road construction, airport improvement, and housing.

On the fiscal side, through the first eight months of 1968 the Government has incurred only a small cash deficit which should further decrease inflationary pressures. Pesos belonging to the Uruguayan Government which were generated through the sales of PL 480 commodities are now beginning to be utilized. They will go largely to finance construction projects which should be a source of considerable employment. These pesos will continue to be utilized through 1969.

Over the longer run, there is optimism that basic reforms will be made in the tax system, retirement program, housing, and in the operation of public corporations. It appears that legislation to give the Government control of private wage increases will be enacted.

The progressive elimination of export taxes and their replacement by a tax on land productivity should contribute to long run increases in livestock production.

Farm aid stressed

The Agency for International Development currently is focusing on agricultural assistance to Uruguay, with a $15 million loan for the purchase of U.S. agricultural equipment, seeds, pesticides, and general imports. The peso counterpart will be used to finance agricultural development, including expanded agricultural credit to finance increased crop production and agricultural machinery purchases. An additional AID loan to purchase $5 million in fertilizer imports is also being utilized.

Paraguay wants foreign investors; most promising areas for U.S. firms are tourism, agribusiness

Economic downturn appears to be ending; United States is a major trading partner, accounting for 20% of both exports and imports

The most promising areas for U.S. business activity in Paraguay are investments in tourist facilities and agribusiness industries, according to the semi-annual Economic Trends Reports from the U.S. Embassy in Asuncion. However, the Embassy recommends that potential investors approach the market with care.

Though the recessive economic trend appears to be bottoming out, the fiscal picture remains uncertain. The vagaries of world demand for products which Paraguay offers, the lack of any domestic market of consequence, and the unusually high transportation costs involved are no mean obstacles to foreign private investment.

The U.S. Trade Mission which visited Paraguay in April indicated that Paraguay's internal market is too small to justify major capital investment at present.

The United States remains one of Paraguay's major trading partners. It provides about 20% of Paraguay's imports and buys about 20% of its exports. U.S. products, especially motors and machinery, are popular, and the potential in these and related lines should be attractive.

Agro-industrial enterprises have the greatest potential as far as U.S. investment is concerned. Low-cost, rebuilt U.S. equipment for bottling, canning and packaging should find a ready market in the near future. Keen competition, in the agricultural equipment fields especially, is already evidenced by the increasing interest of European and Japanese business and government groups willing to offer long and easy terms for their products.

The tourist industry also has excellent potential for U.S. investment.

Present U.S. investment in Paraguay is modest, probably not exceeding $20 million.

Agriculture remains the major focus of interest for investment purposes, and at least two U.S.-based consortiums, plus a few potential individual investors, are at the moment seriously considering the country's possibilities.

Another bright spot was the dramatic upsurge in tourism in 1968. Income from the big tourist months of June, July, and August rose about 50% over comparable 1967 figures, and the foreign exchange received from this tourist boom might well move the 1968 balance of payments from red to black.

Economic Trends Report in the May 6 issue of INTERNATIONAL COMMERCE mentioned that the only two alternatives apparently open to the government of Paraguay were some sort of austerity program or a great expansion of exports. Although the government would obviously prefer to follow the latter course, it has so far been unsuccessful.

The trade deficit, almost $10 million by the end of July, will probably stand at $14-16 million by the end of the year. This compares unfavorably with the $12.4 million trade deficit of 1967.

Unemployment remains high, and is increasing. The Paraguayan Labor Federation has been unsuccessful in getting an increase in the laborer's minimum wage, which is as low as $1.58 per day in some parts of the country. The government, well aware of the problem, is taking several steps designed to improve its fiscal posture: a crackdown on contraband hopefully will provide much-needed revenue for the government, and also stimulate industry and commerce in general; several new revenue measures and a Budget Reform Law are either being studied in Congress or are awaiting promulgation. These measures, coupled with proposed cuts in expenditures, are immediate steps the government is taking to revitalize the fiscal situation.

The government is also stepping up its campaign to attract more export markets, and to bring in foreign investment to capitalize on its abundant raw materials.

The government strongly supports LAFTA, Cuenca del Plata and the Marginal Jungle Highway regional plans, though it fully recognizes the difficulties involved in organizing such groupings. Paraguay should realize a savings in foreign exchange now spent for fuel oil for its present power plant, if the first stage of the Acaray Hydroelectric Power Project goes on-stream in December as scheduled. The second stage, which will double its December capacity of 45,000 kw. is scheduled for completion in early 1970, and should buttress the balance of payments by bringing in revenue from sales of electric power to Brazil and Argentina. Eventually, the electric power available from the Acaray project, which has a 240,000 kw. potential, should stimulate industry in most of Eastern Paraguay.

Top potential

The two-digit major groupings of industries of interest to potential U.S. investors in Paraguay include: agricultural production (01); agricultural services and hunting and trapping (07); food and kindred products (20); lumber and wood products, except furniture (24); furniture and fixtures (25); paper and allied products (26); stone, clay, glass, and concrete products (32); machinery, except electrical (35); electrical machinery, equipment, and supplies (36); transportation equipment (37); water transportation (44), and hotels, rooming houses, camp, and other lodging places (70).

Agriculture still key

Despite repeated efforts to advance private and government-supported industrial projects, most of which are modest and struggling to establish themselves, agriculture is, and will remain for the foreseeable future, the bulwark of the Paraguayan economy; 60% of the labor force is engaged in agriculture, and the entire foreign exchange position of Paraguay depends on it.

Paraguayans consume about 100,000 metric tons of wheat annually, the bulk of which is purchased from the U.S. through PL-480 programs, and from Argentina. Wheat, which probably will be alternated with soy beans or other rotational crops for a year-round use of land, appears to offer good opportunity for U.S. investors, and for the sale of farm and storage equipment. Despite the initial cost of clearing land and bringing in equipment, supplies and basic needs, the profit potential in wheat growing is excellent.

Meat products, a mainstay of the Paraguayan export sector, have been the biggest disappointment of 1968. Despite

earlier forecasts of even surpassing 1967's excellent 230,000-head slaughter, the recently completed season saw a total commercial slaughter of only 170,000 head for export. This will represent a loss in export earnings of about $5 million, and is a serious blow to the economy.

Future prospects call for expansion of frozen meat and meat concentrates, if the production cost can be held to a reasonable minimum. Nevertheless, the prospects for 1969 for exportable meat products are uncertain. The fairly new poultry and hog industries are receiving increased attention from Paraguayans, and several farmers are now expanding their facilities, and modernizing them along U.S. lines. Possibilities in the poultry and hog fields would appear worth investigation by U.S. manufacturers of related equipment.

Paraguay's dairy industry is still in the beginning stage, and the two new milk processing plants in Asuncion are operating at reduced capacity. The government hopes to stimulate a dairy industry in Paraguay by infusion of imported breeding stock, and by curtailing the importation of competitive milk products.

Vegetables are abundant and cheap, but are not competitive on world markets. Nevertheless, as stated by the U.S. Trade Mission in April, 1968, Paraguay offers good long-term investment possibilities in food-processing lines, especially for frozen and concentrated food and fruit products. The need for technology, processing and packaging equipment, and financing continue to be prime fields worth U.S. investment consideration. The potential in the fruit-processing field is exemplified by the interest of Israeli and Japanese groups.

Lumbermen visit U.S.

The visit of a lumbermen's group to the U.S. in March, hopefully has opened up markets for Paraguayan-made veneers and finished wood products. The sawmill and wood products industry is another one, therefore, that merits increased attention from U.S. investment groups, and it has already been the subject of a study by a Japanese delegation earlier this year.

Several U.S. companies have made initial studies of investment possibilities in the tire and tube, glass container and paper industries, all of which were considered to be promising prospects by the U.S. Trade Mission.

The most favorable recent development is the continued growth of tourism in Paraguay. The unusually pleasant winter tourist season (June through August), the Iguazu Falls and other tourist attractions, and the opening of an all-weather highway from Buenos Aires to Puerto Pilcomayo across the Paraguay River from Asuncion, brought a flood of Argentine tourists this season. Prospects for the future are excellent, according to the National Tourism Authority. Since 1960, when 10,751 persons visited Paraguay, the influx increased to 41,464 in 1967, and it might exceed 60,000 by the end of 1968. The estimated gross income from 1968 tourist visitors might be as much as $6 million, well above the Central Bank's forecast of $3.5 million and the 1967 total of $3,475,000.

U.S. tourists have yet to arrive in Paraguay in numbers, but these might pick up too, given the new impetus on tourism, and recent U.S. balance-of-payment measures.

Thus, the tourist industry in Paraguay appears to be one of the most promising areas for potential U.S. investors, manufacturers of hotel equipment, and entrepreneurs. Though plans for a $12 million high-rise hotel in Asuncion have not materialized, one new hotel will be started soon, and studies are underway to provide additional facilities in time for the 1969 tourist season. At least one U.S. firm is now actively considering an investment in a small hotel in downtown Asuncion, and feasibility studies are underway for additional hotels. Braniff, according to recent newspaper accounts, plans to include tourist facilities in Asuncion in a planned $150 million expansion program in South America.

Few paved roads and a complicated river transportation system have inhibited Paraguay's development, and the government is giving high priority to development of its road and river systems.

The Presidente Stroessner International Airport at Asuncion is also being expanded and a new 11,000-foot runway is being constructed by Morrison-Knudsen with a $5.4 million AID loan. The airport will be capable of handling the largest jets when the runway is completed in 1970.

Limit market

The Paraguayan Government's attitude favoring foreign private investment remains unchanged. Despite this positive approach to foreign investment, Paraguay's persistent economic problems and past frustrations in trying to identify projects profitable to foreign private investors have combined to inhibit such investment. The recent economic slump and small local market continue to make Paraguay a limited target for U.S. investment and trade.

River navigation continues to be a serious problem. The AID-sponsored Productivity Center is actively engaged in investigating the feasibility of using barges on Paraguay's river system. At least one major U.S. barge builder and operator is interested in this project.

Basic economic projects and those contemplated as direct aid to tourism, constitute the bulk of ongoing construction. Little headway has been made to date in agro-industrial or related fields.

No minerals have yet been located in commercial quantities. Paraguay's one oil refinery, the U.S.-financed Refineria Paraguaya, S.A. (REPSA), has requested a monopoly on any future petroleum exploration in Paraguay through a mixed-capital organization, Yacimientos Petroliferos Paraguayos (YPP). The request is under study by the government. Although some U.S. sources maintain an interest in petroleum exploration in Paraguay, past efforts by U.S. firms have not proved successful, and no new requests are pending with the Government of Paraguay.

May need pumps

A UN-sponsored study of the Chaco's water situation is underway, with the hope that the discovery of water in sufficient quantity and at a reasonable depth will do much to increase agriculture and cattle-raising in that region, which comprises more than 60% of the nation's land mass. If water is discovered, sales of pumps and related equipment should be prime possibilities for U.S. manufacturers.

Final figures for 1967 show imports of $60.7 million, exports of $48.3 million, and a trade deficit of $12.4 million for that year. The 1968 trade deficit was already $9.9 million by the end of July, and may reach $14-16 million by the end of the year. The latest statistics published by the Central Bank indicate a downward trend in imports. However, an even greater fall-off in exports will more than offset any savings from import reduction.

Though some international lending agency sources consider the Paraguayan international reserve position precarious, the U.S. Embassy believes that the government will successfully maintain itself with a safe reserve level of about $12 million during the remainder of 1968. A private housing finance corporation known as Compania Paraguaya de Desarrollo, S.A. (COMPDESA), with funds from ADELA, AID and private Paraguayan banking and business groups, is still in the discussion stage, and funds for its inception are not yet fully subscribed. Neither the proposed housing loan extension nor the private finance corporation are likely to become active during 1968.

Eximbank loan to Morocco is latest in series aiding satellite ground stations

$4.2 million credit will cover purchases of goods, services from U.S. firms; earlier stations were financed in Brazil, Chile, Korea, Spain and Thailand

The Export-Import Bank has authorized a $4.2 million credit in favor of Societe Marocaine de Telecommunications par Satellites (Somatelsat), a Moroccan company formed to build and operate a new satellite communications ground receiving and transmitting station at Ain-el-aouda, 20 miles southwest of Rabat.

Aerojet-General Corp. of El Monte, Calif., an affiliate of General Tire and Rubber Co., has been awarded a contract for the construction and start-up of the new station. The contract calls for initial eight-channel operations to begin by December 1969. When fully operational in 1978, the station will have a 41-channel capacity directly linking Moroccan communications with the United States, Europe, the Near East, and the rest of Africa.

Major subcontractors selected by Aerojet-General include Rohr Aircraft Co. of Chula Vista, Calif., for the 100-foot diameter antenna; Rantec Corp. of Calabassa, Cal., for the antenna feed and sub-reflector; TRG, Inc. of Long Island City, N.Y., for low noise parametric amplifiers; and Radio Engineering Laboratories, also of Long Island City, for high power amplifiers and communication equipment.

In addition to building the ground station, Aerojet-General will provide on-the-job training for 24 Moroccan technicians over a six-month period following completion of the project. Specialists of Rohr Aircraft Co. will assist in this training.

The total cost of the new ground station will be some $6 million. In addition to Eximbank's $4.2 million loan, $1 million comprises equity investment by the Government of Morocco and Aerojet-General. The remaining $800,000 will be in the form of a local currency Cooley loan advanced by the U.S. Agency for International Development.

The first ground station credit authorized by Eximbank was in February of 1967. That $5.9 million loan helped International Telephone and Telegraph Corporation to win the bid for two stations in Spain, one near Madrid and one in the Canary Islands. Both are operational.

Eximbank's second ground station credit was authorized in April 1967, when $4 million was allocated for a station at Si Racha, some 50 miles southeast of Bangkok. This station, built by General Telephone and Electronics International, Inc., was inaugurated in May 1967.

Today Eximbank has on its books two credits to finance ground stations in South America. One, for $5.4 million, was instrumental in gaining success for General Telephone and Electronics Inc., in its bid for a turnkey contract to build a station in Chile. Under the terms of this contract, the new station will be completed this July, and GT&E will provide technical training and management support for the first year of operations.

In March of this year Eximbank established a $2.4 million credit to help finance the dollar costs of a ground station in Brazil to be completed next year by Hughes Aircraft International Service Co., also under a turnkey contract.

In April a $3.7 million credit was authorized to help finance a ground station in Korea, to be completed in 1970.

In each of these instances, credit played an important role in assuring that the equipment and services imported by the buyer were of U.S. origin. At the same time, Eximbank was careful to avoid the long repayment terms often associated with Government-financed exports. Today Eximbank has a fairly standard approach to financing these ground stations.

As with all Eximbank credits, disbursements are made directly to the U.S. supplier upon receipt of evidence of shipment from the United States. With respect specifically to financing of satellite ground stations, Eximbank expects a cash payment to be made by the overseas buyer of at least 10% of the contract price. The financed portion is normally to be repaid in 16 semiannual installments beginning six months after the station is completed.

Eximbank assistance to finance other equipment in the communications field often requires a cash payment and supplier participation of at least 10% in the financed portion.

With Eximbank credit, coupled with commercial bank financing and credit insurance, the cases where an American supplier will fail to gain a contract on the basis of inadequate credit support are indeed rare. As a matter of fact, in one case involving a ground station, Eximbank agreed to negotiate a loan to help the American supplier enter a bid.

Pakistan to build five cold storage units with AID loan

The Agency for International Development will provide a loan of $420,000 to the Government of Pakistan for the foreign exchange costs of five cold storage units to be constructed in East Pakistan. The loan will also pay for the services of an American horticultural advisor for a period of two years.

The cold storage units are to be an integral part of a program designed to increase the availability of improved varieties of high-yielding seed potatoes in East Pakistan. Implementing agency for the loan will be the East Pakistan Agricultural Development Corp.

The major equipment and material to be imported for the five storage units include condensor-compressor coils and ancillary equipment, insulation, insulated doors, electrical equipment and plumbing materials.

American manufacturers interested in more detailed information on the equipment required for the plants should **write:** the Near East-South Asia Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230 (Area Code 202, 967-4466).

Eximbank to make first public offering of bonds

The Export-Import Bank of the United States (Eximbank) has announced a proposed offering of $400 million of 4½ year debentures. The debentures are expected to be offered on Oct. 15 by a nation-wide syndicate of underwriters headed by 12 managers, with The First Boston Corp. acting as the lead manager. The issue will be non-redeemable prior to maturity on Apr. 30, and will not be subject to a sinking fund. This will be the first public issue of debentures offered by Eximbank. In the past offerings with maturities beyond one year have been in the form of participation certificates in the Eximbank investment portfolio guaranteed by Eximbank.

TO AID IN AGRICULTURAL DEVELOPMENT, the World Bank has made available financing for irrigation projects. Above, workers in Northeast Mexico prepare to pour cement for canals. (World Bank photo)

Many developing countries' economic prospects improving, World Bank units' report shows

Agriculture being given high priority in overall program; emphasis on technical assistance has been necessary

The economic prospects of a number of developing countries have improved in some important respects during the past year, according to the 1968 annual report of the World Bank and its affiliate, the International Development Association.

Improvement in prospects has been most notable in agriculture, but such areas as power and transportation have progressed considerably.

Steps taken in recent years to raise agricultural production have produced significant results in several countries. The higher yields of food grains obtained in the heavily populated region of Asia by the use of new seed varieties have been particularly encouraging, the report says.

Decision makers are beginning to believe that resources provided to agriculture can have a high pay-off and agriculture is being given high priority in overall development.

The World Bank itself is making intensive efforts to increase its contribution to such development. Despite the shortage of IDA money, $172.5 million was extended by the two institutions for agricultural projects during the fiscal year ended June 30, 1968, compared with $87 million in 1966-67.

The Bank's efforts to promote agricultural development have required considerable emphasis on technical assistance. This has been necessary to help borrowers identify and prepare projects and to ensure that funds, once provided, are used effectively.

The need for a considerable increase in food production must be viewed against the background of the population explosion. Population control is a necessary complement to policies designed to raise food production and to improve the standards of living in developing countries, the report states. An intensification of emphasis on family planning is necessary, and several countries have been working on the development of more effective programs.

Despite the improvement in agriculture, the relationship of food supplies to population remains a matter of grave concern. Current efforts in both these fields need to be broadened and intensified, the Bank says, if the possibility of serious food shortages is to be removed and the way opened for faster economic development.

Trade preferences would help

The overall flow of development assistance from the developed to developing nations during 1967 continued to fall short of accepted targets, as a result of either balance of payments deficits or budgetary problems in some of the major aid-providing countries.

A new aid target was adopted at the second session of the United Nations Conference on Trade and Development (UNCTAD) in New Delhi in early 1968. This would require each economically advanced country to provide annually to developing countries net financial resources of 1% of gross national product.

If this resolution is realized, the report notes, the amount of development assistance would be considerably increased. The granting of trade preferences, as agreed in principle at UNCTAD, would also be of substantial help to the development process.

Commenting on the external debt servicing problems of a number of developing countries, the report concludes that, from the point of view of both creditors and debtors, the prospects emphasize the importance of softening the terms of development assistance, as well as of taking measures to improve the developing countries' economic performance, particularly in regard to exports.

Year's total declines

The amount of finance provided for economic development by the Bank and IDA during the past fiscal year totaled $953.5 million, compared with $1,130.3 million in 1966-67. The 1966-67 total excludes a line of credit of $100 million

Bank, IDA members up

Membership of the World Bank was increased during fiscal 1968—the period covered by the annual report just off the press—from 106 to 107 governments, and that of IDA from 97 to 98, by the admission of Gambia in October 1967.

Since the end of the fiscal year, Botswana, Lesotho, and Mauritius have become members of both the Bank and IDA, and Indonesia has become a member of IDA.

extended by the Bank to its other affiliate, the International Finance Corporation (IFC), in October 1966.

The decline in the volume of financing was due to the approaching exhaustion of the resources of IDA, which lends on concessionary terms and is mainly dependent on contributions from developed member countries for its funds.

After extensive discussions a proposal for a general replenishment of IDA's resources was submitted by the executive directors of IDA to member governments for approval in March 1968. The target date for the replenishment to become effective, originally fixed at June 30, was subsequently extended to the end of September. With the meager resources left at its disposal, IDA was able to make commitments to provide only $106.6 million during the past year, compared with $353.5 million in 1966-67.

Bank President Robert McNamara in recent months has been formulating a five-year program for the Bank's operations. Preliminary work on this program indicates that, without any departure from its existing sound policies, the Bank's lending could and should be increased.

Broad distribution

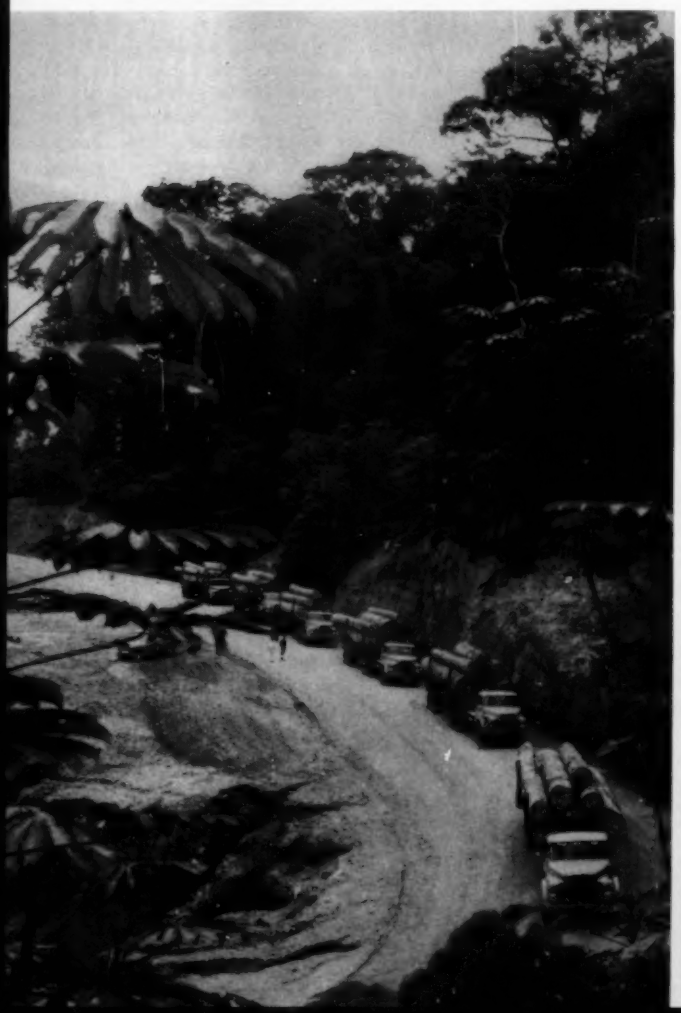
Loans and credits extended by the Bank and IDA in 1967-68 were again widely spread throughout all regions of the developing world. Finance provided to developing countries in Africa totaled $139.6 million, Asia and the Middle East $305.5 million, Europe $123.0 million, and the Western Hemisphere $385.5 million.

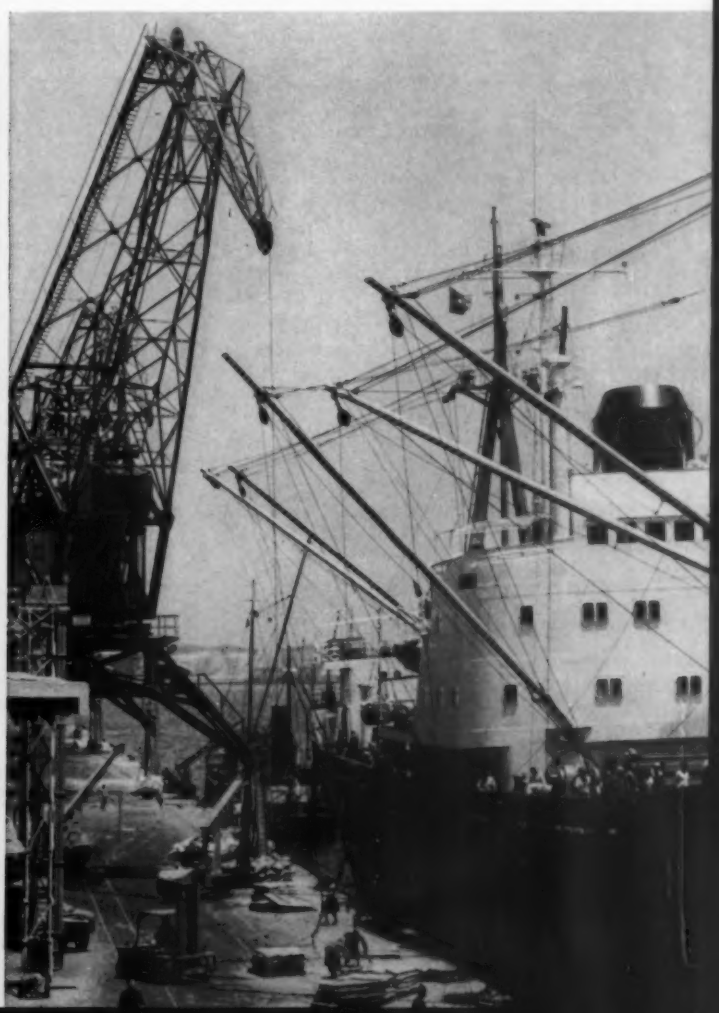
A further $515.8 million was provided during the past year for power development and transport projects. Improvements in these two basic services have been a primary requisite for faster economic growth throughout the developing world and considerable progress has been made with this work.

The Bank and IDA have now lent more than $160 million for education projects in 19 countries, and an increase over the next few years is planned. The Bank has also decided to become more active in tourism, for which many developing countries possess the attractions of antiquity, climate and geography.

Endeavors to foster coordination among donors of development assistance have remained an important element of the Bank's work. About two-fifths of the total net assistance provided by the main donor countries and multilateral agencies are now covered by coordinating arrangements of one kind or another.

ROADS AND HARBORS also are being improved and expanded through such financing. Left, convoy of lumber trucks travels along a new road in Gabon. Right, ship is loading at the Port of Dakar in Senegal where a pier is being extended and quay walls reconstructed. (World Bank photos).





New focus on agricultural output reflected in loans to East Africa

IDA, Swedish credit will aid livestock development in Uganda, Kenya ranches will use funds to buy equipment, build roads

The increasing agricultural emphasis in the developing countries is reflected in two recent international loans to improve the livestock industries in two East African nations.

A major effort to increase beef cattle production will be initiated by Uganda with the assistance of a credit of $3 million from the International Development Association (IDA).

The Uganda project being assisted by the IDA credit provides for the development of five large ranches, each of 38,000 to 45,000 acres, operated by Uganda Livestock Industries (ULI), one cooperatively-owned ranch of 38,000 acres, and about 50 privately-operated ranches of about 3,000 acres each.

Loans will be made to the ranching enterprises by the Uganda Commercial Bank and three other participating commercial banks. Financing will be provided for such investments as on-ranch roads, firebreaks, fencing, water supply, stock handling and animal health control facilities, ranch buildings, breeding stock and initial procurement of feeder steers for fattening.

Technical services will be provided by an internationally recruited Project Director who with a small team will assist in the preparation of individual ranch development plans and supervise their execution. The Project Director will be responsible to a Project Committee, comprising representatives from the Government Departments concerned, the Central Bank, the Uganda Commercial Bank and from the participating banks.

Agriculture contributes about two-thirds of Uganda's gross domestic product, with the beef industry accounting for only about 4%. In view of the uncertain price prospects for cotton and coffee, the principal exports, it is essential that Uganda diversify agricultural production.

Neighboring Kenya will initiate a long-term range livestock development program with the assistance of credits totaling $7.2 million from Sweden and the International Development Association (IDA). Its principal objective is to increase beef production for home consumption and export mainly by subsistence pastoral groups.

The IDA credit amounts to the equivalent of $3.6 million and the credit from Sweden, 19 million kronor ($3.6 million).

Funds will be provided for developing four different types of ranch enterprises—three of which are new and involve the subsistence pastoral groups—for the improvement of livestock movement and marketing facilities; for range water survey and development; and for technical services related to range development. About 60 ranching enterprises operating on two million acres will invest in ranch development which will include facilities for stock watering, dipping, spraying and stock handling, firebreaks, improved bulls, fencing, machinery and equipment. The enterprises will receive long-term development loans as well as short-term credits to meet working capital requirements.

Ranch development goods will be purchased by participating ranches through normal commercial channels.

The Ministry of Agriculture and Animal Husbandry will be responsible for the development of stock routes and holding grounds, marketing facilities, range water survey and development, and various technical services. Because of the many government agencies involved, a Range Livestock Authority will be created to provide over-all coordination and guidance.

Iceland imposes temporary 20% levy on all imports

Iceland announced on Sept. 3 the imposition of a temporary 20% import levy (or special customs duty) on all imports. It will be charged in addition to the regular customs duties. It will be levied on the dutiable value (the c.i.f. value) of the imported commodity. The levy will be in effect until Nov. 30.

In addition, a 20% surcharge was placed on purchases of foreign exchange for Icelandic travel abroad. Specific regulations concerning this surcharge—also scheduled to expire Nov. 30—have not yet been published.

These measures were taken to stop the serious deterioration in Iceland's foreign exchange holdings. They will also provide an interval during which the Icelandic Government can consider more permanent measures to improve the serious balance of payments position.

Greece tightens import procedures on cash deposits

The Greek Foreign Trade Board has further tightened import procedures on prepayment requirements introduced in 1961 and amended in June 1966.

Under the recent decree (No. 42497, July 2), all cash deposits made by importers for import shipments of products on the recently issued list of specified commodities are to be kept on deposit with the commercial banks for 4 months (heretofore 2 months) from the date the original deposit is made. Items on the list include textiles, household refrigerators, washing machines, air conditioning equipment, vacuum cleaners, other small kitchen and household electric appliances, TV sets, radios, passenger automobiles, motorcycles.

This means that consignees of imported goods who might choose to clear shipments of the products affected earlier than the fixed period of four months will be required to pay the entire c.i.f. invoice value plus duties without the right of deducting the amount of the original deposit.

This tightening of preimport payment procedures will continue to affect primarily the interests of European suppliers, in view of their proximity to Greece, and their Greek customers. The measure is not expected to affect significantly U.S. exports to Greece in view of the much longer transit period of such shipments, and because, with few exceptions (textile fabrics, used clothing, air conditioning equipment), the volume of U.S. exports affected is relatively small.

Peruvian decree may hamper foreign investment activity

New law limits operations of non-Peruvian construction firms

Peru has enacted a decree which provides incentives to Peruvian-owned construction firms. Discriminatory provisions of the decree are likely to present difficulties for foreign investors, and may have an adverse effect on the flow of foreign capital into Peru.

For the purpose of the decree, a Peruvian company is one organized in Peru and whose capital is owned by Peruvians or foreigners with more than five years residence in Peru. Juridical entities constituted in Peru and in which Peruvian nationals own no less than two-thirds of the stock are also considered Peruvian companies.

Peruvian companies, as defined above, engaged in construction activities are accorded the following benefits for a period of ten years:

- Machinery and equipment imported by these companies are exonerated from certain additional import duties, provided that the machinery and equipment is new, that it does not compete with locally-manufactured products, and that prior approval is obtained from the General Directorate of Industries;
- A part of the profits of these firms may be reinvested each year free of all taxes in the expansion of facilities, in purchase of bonds or shares of the Industrial Bank of Peru, or in schools for apprentices. The amount of profits exonerated from taxes may not exceed 40% of the annual net profits of a corporation or 20% of annual net profits in the case of individuals. If the investment exceeds the allowable percentage in any one year, the difference may be carried over for five years; and
- Firms are permitted accelerated amortization of their investments in machinery and equipment under specified conditions.

The discriminatory provisions of the bill which affect foreign companies and international financing agencies most directly are contained in Article Eleven, which provides that:

► Public works must be carried out by Peruvian construction companies which are enrolled in the National Register of Contractors for Public Works and who have a minimum of one year's experience in construction work in Peru;

► Mining and industrial development projects of domestic or foreign firms, which are accorded tax incentives and other benefits under Peru's industrial or mining promotional laws and which are not carried out by that company with its own personnel, must be contracted directly to Peruvian construction companies; and

► Construction projects financed by international organizations, foreign governments, or banking and financial institutions, authorized by the Central Reserve Bank and approved in each case by the Ministries of Finance and Commerce and of Development and Public Works must be directly contracted with Peruvian construction companies having a minimum of three years experience in carrying out public works in Peru.

For the purpose of Article Eleven, Peruvian companies can associate with foreign firms in carrying out a project as long as the participation of the foreign firm does not exceed 49% of the total cost of the project. An exception may be made in the case of projects financed by the foreign construction company itself, but such exceptions must get prior Government approval.

The Decree, No. 347-68-HC, was published in the Official Gazette ("El Peruano") of Aug. 21.

Jamaica drops import duties on several raw materials

Following Jamaica's entry into the Caribbean Free Trade Association (CARIFTA), duty free admission has been granted to imports of raw materials from all sources used in the local production of a wide range of commodities.

This action is expected to improve the competitive status of U.S. suppliers, since goods from Commonwealth countries (principally Canada and the United Kingdom) formerly enjoyed preferential tariffs averaging from 10% to 15% ad valorem below the rates applied to United States products. This duty-free entry will apply to raw materials for most manufactured goods, including plastics, clothing, cosmetics and metals.

To compensate for the revenue loss on goods manufactured by these industries, the Government has imposed an excise tax ranging from 2½% to 20%. Exported merchandise would be exempt from the tax.

For a complete list of the materials eligible for duty-free entry into Jamaica, **write:** the American Republics Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Ghana says further import liberalization to come next year

A further liberalization of Ghanaian import restrictions, to become effective on Jan. 1, 1969, has been announced by the Controller of Imports and Exports of the Republic of Ghana.

The liberalization measure takes the form of a movement of a significant group of imports previously requiring specific import licenses to the schedule of commodities which may be imported under Open General License.

Items affected by this announcement are: all organic and inorganic chemicals; chemical materials and products; transmission belts and belting of rubber; paper and paperboards, articles made of paper pulp, of paper or of paperboard; asbestos or fibre cement pipe; mineral manufactures; iron and steel bars, rods, angles, shapes, and sections (including sheet piling); tubes, pipes and fittings of iron and steel; tools for hand use or in machines; electrical apparatus for medical purposes, radiological apparatus; other electrical machinery and apparatus; and text-books for primary, middle, and secondary schools, training colleges, and universities.

A complete list of all products, including the additions just named, which as of Jan. 1, 1969, may be imported into Ghana under Open General License, and a list of items for which import licenses will be issued only under special circumstances (the "restricted" list), are available upon request to the African Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

U.S. licensees can get rights to make new products offered by foreign firms

Products are steel fence posts, plastic roadmarkers, egg products, adhesives, soil conditioner processed from domestic waste

Manufacturers in Australia and Denmark are seeking U.S. licensees to produce and distribute their products for the U.S. market.

The products offered are steel fence posts, egg products, plastic roadmarkers, adhesives, and a method for converting domestic refuse into a soil conditioner.

For additional details and the name and address of the firm, write the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity listed below.

• An Australian designer of a new type of steel fence post and steel dropper is seeking a U.S. licensee to produce his product.

The posts are manufactured from a steel strip by power presses, and it is claimed they are far stronger and more resistant to corrosion than the conventional Y and U steel fence posts.

The posts, on which patent is pending, facilitate and speed the erection of fencing. Apparently, the posts are suitable for plain wire, barbed wire or any type of mesh. **File 1658.**

• A Danish food processing plant wants to license its know-how in egg products to a U.S. company.

The Danish company offers know-how in factory lay-out for handling of eggs, machinery for breaking eggs, separating the yolk from the white, egg product pasteurizing, the cooling, freezing, spray and freeze drying of egg products, and packaging for sale.

The staff of the U.S. company can be trained in Denmark, and the Danish company is willing to negotiate investment of machinery so that the license project might become a joint venture arrangement. **File 1659.**

• A Danish plastics company is seeking a U.S. licensee to produce its polyethylene road markers.

These road markers, which are white on the outside and black on the inside for weather resistance purposes, are resilient so that they bounce back into original position after being run over. The top portion of the markers can be shaped according to highway needs, while the bottom is rounded off for insertion in a pipe below the ground. A projection at the foot of the marker locks it in the pipe. For grass-cutting, the markers can be removed.

The markers do not require painting. The weight of the various models range from 2 to 2½ lbs. **File 1661.**

• A Danish company is offering a U.S. licensee its know-how in the production of printed or unprinted self-adhesive pressure-sensitive tapes, labels, and surgical plasters for industrial, hospital, and retail use.

The company is presently exporting its products to 70 countries. **File 1662.**

• A Danish firm is interested in licensing its patented process to a U.S. company for converting domestic refuse into compost by fermentation, part of which is performed in a rotary digester.

The process, which provides for sanitary disposal of refuse in place of unsanitary dumps, results in a completely inoffensive, valuable soil conditioner as the end product.

The equipment used consists primarily of a large rotary drum with controlled aeration, and means of conveyance. The process is licensed in twelve countries. **File 1663.**

Two German manufacturers acquire U.S. subsidiaries

The founding or acquisition of U.S. subsidiaries by two German manufacturers has been announced.

Badische Anilin & Sodafabrik A.G. (BASF), Ludwigshafen, has acquired from the General Electric Co., New York, the latter's 50% interest in Computron Inc., Bedford, Massachusetts, making Computron Inc. a 100% subsidiary of the BASF group.

Computron built a new plant for the production of magnetic tapes, and disk-packs which began operating at the end of 1967. The company, which has so far manufactured magnetic tapes for computers, will start with the production of disk-packs for computers during this month.

The Jenaer Glaswerk Schott & Gen., Mainz, a manufacturer of high-grade special glass, has founded a subsidiary in the United States, the Schott Optical Glass Inc., Scranton, Pennsylvania. The purpose of the new Schott subsidiary is to intensify Jenaer's cooperation with the American industry and U.S. Government agencies.

Brazilian firm wants licenses to make household products

A large Brazilian manufacturer of iron castings, water filters, well pulleys, meat grinders, and coffee grinders seeks licensing agreements with U.S. firms for the local manufacture of household articles and other iron foundry products which may use enamel, paint, or tin finishings. The firm is also interested in the manufacture of plastic, aluminum and pressed sheets.

The firm operates a factory in Sao Paulo and has representatives throughout Brazil. The business was organized in November 1967 by the merger of two older firms.

Write: Mr. Roland H. Wittwen, Vice President, Progresso Metalfrit S.A. Industria e Comercio, Rua Emilio Goeldi 545, Lapa (Caixa Postal 11612), Sao Paulo, SP, Brazil.★ WTD.

License to make machinery sought by Dutch firm

Licenses to produce all types of medium-sized machinery including textile and rubber working machines and presses are sought by a Dutch firm. The company is also interested in producing machine tools and hand tools.

The firm's facilities include an 8,000 sq. ft. warehouse. It also plans to build a new plant.

Write: N.V. Machinefabriek Polna, 4 bis Bemuurde Weerd O.Z., Utrecht, The Netherlands. WTD.

Seven British firms seek U.S. licenses in industrial fields

Special purpose machinery, controls among those on list

Seven British firms are seeking U.S. licenses in various manufacturing fields.

- A manufacturer of foot switches, air operated remote switch controls, electric heating panels and air switches is interested in a license to make related products. Of particular interest are products that would be suitable for medium size production runs. Also, the company is interested in a cross marketing agreement with a U.S. company.

The British concern wants to represent a U.S. producer of electro-mechanical components used with electrical equipment. In return the U.S. company would distribute the British firm's products in this country.

Write: Herga Electric Ltd., Wallingford Road, Uxbridge, Middlesex. WTD.

- A British manufacturer of power screws and nuts seeks a license to make products that would utilize power screws and be in the medium quality range. Power actuators or similar equipment would also be considered by the firm.

The firm would prefer that the licensing agreement include the British Commonwealth countries, and possibly the USSR and Eastern European countries.

Write: Kingston Engineering Co. Ltd., Dansom Lane, Hull, England.★ WTD.

- A British manufacturer of components for the aircraft, electronic and allied industries seeks licenses to produce additional precision engineered components.

The firm would also be interested in representing a U.S. manufacturer of machine tool equipment in the U.K.

Write: Micro Precision Engineers Ltd., 709 Tudor Works, Abbey Road, London, N.W. 10, England.★ WTD.

- A newly established British manufacturer of special purpose machinery is interested in a license to produce mechanical handling equipment, roll forming machinery, scaffold tube straightening machines, in line transfer equipment and automation equipment.

Write: E. W. Stearn (Engineering) Ltd., Union Road, Oldbury, Warley, Worcestershire, England. WTD.

- A well established English company engaged in the manufacture of fountain pens and steel nibs, having developed skills in small metal pressings and plastic injection moulding techniques, is desirous of negotiating with an American firm for the manufacture of novelties for sale to the stationery trade.

Write: E. S. Perry Ltd., Osmiroid Works, Gosport, Hampshire. WTD.

- A dynamic industrial marketing organization composed of four operating companies with joint management and administration seeks licensing and cross licensing arrangements with U.S. firms interested in general engineering, aerospace items, products suitable for the hardware (do-it-yourself trade), building, plumbing, heating, electrical and general construction fields.

Each company is active in a particular market such as the building industry, hardware trade, engineering and aircraft industries.

Write: Mr. Douglas Kane, The Douglas Kane Group Ltd., Swallowfields, Welwyn Garden City, Hertfordshire.★ WTD.

- A British firm seeks licenses to produce special purpose machinery or equipment requiring a high degree of skill such as gear boxes.

Currently, the firm designs and manufactures special purpose printing machinery, fully automated presses, hydraulic units and base assemblies for production robots, and aircraft landing gear. It does not maintain a sales organization.

Write: Parkwood Engineering Company Ltd., Windmill Road, Sunbury-on-Thames, Middlesex, England. WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

German firms want license agreements

Two German firms are seeking licensing agreements—one to produce industrial filters and the other, hydraulic units.

A well established German company has expressed interest in manufacturing under license in Germany industrial filters for preparation, separation, cleaning and purification of water, waste water treatment and air purification.

The company's existing product line includes materials handling equipment, utilities vehicles, tanks, containers and construction machinery. The above products are marketed throughout the EEC, and EFTA regions, many under licenses from well known U.S. firms.

Write: Zeppelin-Metallwerke GmbH, Hauptverwaltung Caterpiller/Abt. M, 8046 Garching bei Muenchen, Schleissheimer Strasse 78, West Germany. WTD.

Licenses to manufacture newly developed types of hydraulic units for presses and construction machinery are sought by a Duesseldorf firm.

The company produces and distributes hydraulic units, cylinders and steering mechanisms to EEC and EFTA countries.

Write: Bernhard Hilfrich, Hydraulik-Anlagen und Schleiferei, 182 Lindenstr., Postfach 17034, 4 Duesseldorf, Germany. WTD.

Israeli record producer wishes to expand line

Additional licensing arrangements with U.S. records manufacturers are sought by Israeli firm interested in expanding its current phonograph records line of business. **Write:** Palestine Orient Co. Ltd., 4 Herzl St., P.O. Box 230, Israel. WTD.

German subsidiaries announce expansions

Three German subsidiaries of U.S. firms have announced plans for the expansion of their facilities and services in the Federal Republic.

The German subsidiary of the Goodyear Tire & Rubber Co., the Deutsche Goodyear G.m.b.H. of Cologne, has opened a new production plant at Philippsburg near Heidelberg. The new plant is scheduled to produce 2,000 tires a day and will eventually employ 1,000.

IBM Deutschland of Boeblingen, a subsidiary of International Business Machines' Corp. of New York, has announced plans for expansion of its laboratories. IBM Deutschland will invest $3.75 million in the construction of two new office buildings which are to include a new computer center.

Gulf Oil Deutschland G.m.b.H., of Hamburg, a subsidiary of the Gulf Oil Corp., of Pittsburgh, Pennsylvania, is planning the establishment of a service station network in Germany. Up to now the company's activities have been limited to sale of motor oil.

In another action, the Kwik Way Cedar Rapids Engineering Co., of Cedar Rapids, Iowa, has appointed Krupp Eisenhandel Duisburg G.m.b.H., of Duisburg, as its sole agent in Germany. Krupp will sell the parent company's valve grinding machines.

Textile machinery producer seeks technical aid, licenses

A license to produce 18 hp. or equivalent farm tractors is sought by a large Indian producer of textile machinery. As part of its diversification program, the firm plans to establish a separate agricultural division.

Sought of a U.S. company is technical assistance, a license to utilize existing patents and the right to obtain the benefits of continuing research by the U.S. licensor. The Indian company plans to produce 2,500 tractors annually utilizing about 15% imported components and assemblies.

Currently, the Indian concern manufactures textile spinning and weaving machinery. It reportedly has a modern foundry, extensive machine and fabricating facilities, and employs about 3,000. The company is believed to have the necessary financial resources to engage in a diversification program.

Write: Mr. Raj Kochar, General Work Manager, National Machinery Manufacturers Ltd., Kalwe, Thana, Maharashtra State, India.★ WTD.

Joint venture proposed by Thai mining firm

A Thai mining firm is seeking a joint venture with an American company to mine tin ores and produce titanium and tantalite/columbite by-products.

The mine is located in the Bang Rai District, Uthaithani Province about 260 miles north of Bangkok. The prospecting area of the mine is 1,426.5 acres with 105.6 acres approved for concession by the Ministry of National Development. Water is available from small streams nearby and ore is found at a depth of 6 to 8 feet.

Write: Mr. Sukit Prakitrittranon, c/o Mekong Committee, ECAFE, Sala Santitham, Bangkok, Thailand.

150 New Zealanders cite investment needs

The basic conclusion reached by 150 New Zealand businessmen, government officials and other interested parties who attended a recent seminar on private overseas investment in Wellington was that New Zealand needs more foreign investment and must create a favorable investment climate to attract it.

Sponsored by the American Trade Association of New Zealand, the seminar featured speeches by several business and government officials emphasizing the positive impact of foreign investment on the New Zealand economy.

The speakers pointed out that additional foreign investment would lead to an increase in exports, technological advances and a rise in the overall standard of living. It was also stressed that international capital is a highly mobile resource and flows only to those areas offering an advantageous investment climate.

To attract its share of foreign investors, New Zealand needs to develop such a climate and stress its natural resources. As one speaker noted, New Zealand's inexpensive and dependable hydro electric power could be a major factor in attracting new industries.

Australian producers look for U.S. licenses

Four Australian manufacturers are looking for licenses to produce U.S. equipment in Australia.

- Licenses or similar agreements to produce precision engineered mechanical, electro-mechanical and electronic products are sought by an Australian firm. The company currently produces electronic totalisators, automatic coin operated turnstiles and ticket issuing machines. A subsidiary company specializes in the manufacture of embossed metal signs.

The Australian concern operates a modern well equipped plant employing about 400 persons. It exports approximately 80% of its production, and its equipment has been installed in 28 countries including the U.S. and Canada.

Write: Mr. Frank E. Rule, Official Representative, New South Wales Center, Suite 1301, 680 Fifth Avenue, New York, N.Y. 10017, Ref. No. D. 279.

- A leading Australian manufacturer of heavy duty stainless steel commercial cooking equipment seeks licenses to make related products or any other type of equipment containing a high content of stainless steel. The firm has developed export markets in Southeast Asia, and is also building a new plant.

For further information about this opportunity interested U.S. firms should **write:** Mr. C. J. Smith, Waldorf Appliances Pty, Ltd., 47-49 Cambro Road, Clayton, Victoria, Australia.

- A license to manufacture bulb type fusible link equipment for use in fire protection installations is sought by an Australian concern.

The company currently supplies sheet metal specialties for air conditioning equipment. An affiliated firm already produces fire dampers under a licensing agreement with the parent concern.

Write: Mr. Frank E. Rule, Official Representative, New South Wales Centre, Suite 1301, 680 Fifth Avenue, New York, N.Y. 10019, Ref. No. D. 8650.

- A long established Australian manufacturer of metalware is interested in licensing arrangements for the manufacture of the following items: color-anodized aluminumware for household use; sporting trophies; souvenir spoons and associated items; silverplated hollow ware; cutlery and flatware; and pewter tankards.

Write: Mr. T. V. Stokes, Dir., Stokes (Australasia) Ltd., 322-332 Albert St., Brunswick, Victoria 3056, Australia. WTD.

World Trade Opportunities

Uganda calls for bids to build airport runway

Bidders required to submit qualifications, financial status

Civil engineering contractors are invited to bid on the construction of a new runway and taxiway at Entebbe Airport, Uganda.

The proposed 12,000-foot long and 200-foot wide runway and 75-foot wide taxiway are to be constructed from specially selected naturally-occurring materials stabilized with lime and cement and surfaced with asphalt. The volume of earth movement is estimated to be approximately 2.5 million cubic yards.

The Government of Uganda will require the tenderer to offer credit terms for the financing of the cost. Tenders will not be considered from contractors who are unable to offer such credit.

Contractors should give details of their resources and recent experience in runway construction of this type (working alone and not in association with other contractors), giving a brief description and the cost of each project they have carried out, and the names of the employers.

Tender documents are available from the Headquarters of the Ministry of Works, Communications and Housing, P.O. Box 10, Entebbe, Uganda. The cost of tender documents is 1,000 Uganda shillings ($139.35).

Tenders should be addressed as follows: *Tender for Entebbe Airport Runway No. 3 and Taxiway—Contract 217*, The Secretary, Central Tender Board, P.O. Box 96, Entebbe, Uganda and must reach the Secretary at the above office not later than 4 p.m., Monday, Oct. 28.

Each tenderer must enclose with his bid a bank certified check, drawn in Uganda shillings on a bank operating in Kampala, to a sum equivalent to 2% of his total tender sum, or a bid bond duly signed by an established bank or insurance company willing to be bound to the Government of Uganda in a sum equal to 2% of the total tender sum. This amount is required as a tender surety, and in the event of the tenderer withdrawing his tender before the expiration of a period of sixty days from Oct. 28, this sum shall be forfeited to the Government of Uganda.

For further information regarding this project, inquiries may be directed to the Engineer-in-Chief, Ministry of Works, Communications and Housing, P.O. Box 10, Entebbe, Uganda.

Iraq to improve substations

The Government of Iraq invites bids on the design, supply, and building of an extension for the Waziriah substation and the Baghdad South Power Station Switchboard.

Bid deadline is Oct. 20.

Specifications are available from the Directorate General of the National Electricity Administration, 166 Al Jumhouriyah Street, Baghdad, Iraq for 25 Iraqi dinars ($70) per set.

Ceylon transport board calls for communications equipment

The Ceylon Transport Board, Colombo, Ceylon, has issued a Tender for supply and installation of VHF communications equipment.

Deadline for submitting bids is 10 a.m., Nov. 6.

Bid should offer 25 watt transceivers, 15 watt transmitters and receivers, including antennae, towers, cables.

Copies of tender announcement and specifications are available from the Chairman of the Tender Board, Ceylon Transport Board, 200 Kirula Road, Colombo, 5, Ceylon or on a short-term basis to firms located in the U.S. from the Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4823.

Sudan invites bids on erection of air conditioning plant

The Chief Mechanical Engineer's Office, Ministry of Works, Republic of the Sudan, P.O. Box 2487, Khartoum, has issued Tender No. CME/216/16/4 for the supply and erection of an air conditioning system for the Orthopaedic Theatre Suite, Khartoum Civil Hospital, using open type reciprocating water chillers. The bid deadline is Oct. 26.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the GIE Division, BDSA-588, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-5585.

Morocco calls for bids to design, build grain silo

The Chamber of Commerce and Industry of Casablanca is asking for bids on the design and construction at Casa Port of a 30,000 ton grain silo completely installed with facilities for the reception, weighing, and expedition of grain.

Bids are due on Oct. 17.

Prospective bidders can obtain full specifications on the project from: Chamber of Commerce and Industry of Casablanca, Silos a Cereales du Port de Casablanca, Quai du Commerce, Casablanca, Morocco.

Contractors must prequalify for Malawi housing project

Prequalification applications are sought from contractors interested in bidding on the erection and completion of 132 low-cost houses in Malawi. The contract, worth about $228,000, is financed by International Development Association loan funds. Applications must be received by Oct. 31.

Documents for registration are available from the Construction and Building Materials Division, BDSA-645, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Bangkok Trade Center develops leads for bank

Through a Trade Center exhibition, the Bangkok Bank, Limited has developed trade opportunities for U.S. manufacturers.

The Bank requests catalogs, prices (c.i.f. estimates if possible) for the equipment listed below. Upon receipt of this information, the Bank will then consult further with the potential buyers and write the various U.S. manufacturers.

Catalogs should be sent to Mr. Somchai Sutikulphanit, Bangkok Bank Ltd., 3-9 Plapplachai Rd., Bangkok, Thailand.

Equipment desired includes: small diesel water pumps, 35 hp. for 125-meter deep wells; casings, other well equipment; wood working machinery, planers for making window and door frames, planers for making boxes to pack tobacco leaf, notching and grooving machinery, sawdust compressing and packing machinery, glueing machinery, and machinery to make mosaic type parquet wood flooring; metalworking machinery, borers for transmission repair and machinery to mold and press iron for bus body manufacturing.

The Bank has a $1 million relending authority from the Export-Import Bank and hopes to use this authority in helping Thai companies purchase U.S. equipment.

IDB to help finance Argentine housing project

The Municipal Housing Committee of the City of Buenos Aires is making an international call for bids for the construction of housing units in the city of General Belgrano, Partido de la Matanza, Province of Buenos Aires. The official budget for this project, which is to be partially financed by the Inter-American Development Bank, is 4,943,964,663 Argentine pesos ($14,125,613).

Deadline for submittal of bids is 3 p.m., Nov. 15.

Copies of conditions can be obtained for 50,000 Argentine pesos (approx. $143) from Comision Municipal de la Vivienda, Division Construcciones y Suministros, Carlos Pellegrini 291, Pico 7°, Buenos Aires, Argentina, by asking for International Tender No. 20/68.

Turkey needs electrical items

The Cement Industries of Turkey, Inc. will purchase switchgear, lightning protection, fuses, instrument transformers, relays, meters, instruments, condenser sets, battery chargers and spares for the 6,300 volt ends of 6.3/0.4 kv transformer station of Askale Cement Factory (near Erzurum). Bid deadline Nov. 4.

Tender documents available for $27.77 including airmail postage from Turkiye Cimento Sanayii Tas, Genel Mudurlugu, Ataturk Bulvari 211, Kavaklidere, Ankara, Turkey.

Prequalification invited by Iran for construction of irrigation project

The Khuzistan Water and Power Authority, an agency of the Ministry of Water and Power of the Government of Iran, invites construction contractors to prequalify for the presentation of bids for the construction of facilities on the Dez irrigation project, Khuzistan Province, Iran.

The project facilities will divert and distribute water to 100,000 hectares of land. The major structures include a re-regulating dam, a diversion dam, six pumping plants, a number of pump turnouts, 550 kilometers of canals and laterals varying in capacity from 0.2 to 145.0 cms., and associated roads, bridges and open drains. All canals and laterals will be lined with machine-placed concrete.

Work currently under contract consists of the two dams and 45 kilometers of canal. The remaining works, whose total contract value is estimated in excess of $35 million, will be constructed under several contracts ranging in size from approximately $1.5 million to $15 million.

An invitation is expected in January for tenders on the construction of 140 kilometers of reinforced concrete-lined canal and appurtenances with capacity from 0.2 to 75 cms, 80 kilometers of unlined drainage channel up to 230 cms capacity, construction of six pumping plant structures, and installation of pumps, motors, mechanical and electrical equipment at the plants.

The Khuzistan Water and Power Authority intends to apply for a loan from the International Bank for Reconstruction and Development toward the cost of Stage 1 of the Dez irrigation project. Proceeds of this loan, if granted, will be applied to payments under contracts for which this invitation to prequalify is issued.

Contractors from member countries of the International Bank for Reconstruction and Development and from Switzerland, with experience in the specific work and magnitude of the proposed contracts, are eligible to prequalify. Joint ventures will be permissible. In cases of joint venture with Iranian firms, the foreign firm shall have the majority interest.

For prequalification documents and additional information, apply in writing to: Director of Engineering, Development and Resources Corporation, One Whitehall Street, New York, N.Y. 10004.

Completed prequalification documents must be returned to the above address by Nov. 1.

Ivory Coast to purchase fencing

The Government of Ivory Coast invites bids on the supply of 315,000 meters of chicken-wire type fencing.

Bids must be sent by registered mail to M. Le Directeur de la Sodepalm, BP. 2049, Abidjan, Ivory Coast, and arrive by Nov. 1.

Tender documents may be obtained at the Embassy of Ivory Coast, 2424 Mass. Ave., Washington, D.C. 20008.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-618, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

TAIWAN—Peas, beans, seeds, feeds. Direct purchase and agency. Heng Long Co., Ltd. (importer, agent), 11 Anping Road, Tainan. WTD in preparation.

012 Fruit, tree nut, vegetable farms

MALAWI—Vegetable, flower seeds for tropical climate. Samples, price lists requested. New Hardware Centre (Pvt) Ltd. (retailer), P.O. Box 543, Henderson St., Blantyre. WTD 9/68.

131 Crude petroleum and natural gas

● **PAKISTAN**—Crude oil requirements for Pakistan Refinery Limited (capacity to process more than 2 million tons of crude oil per year) for period 1969-1971.

Bid deadline of Sept. 26 has now been extended until Oct. 15.

Tender documents, including instructions to tender, detailed requirements and conditions of contract may be obtained from the Secretary, Pakistan Refinery Limited, Korangi, Karachi, on payment of Rs. 20/0 per set.

204 Grain mill products

BRAZIL—Potato starch. Importadora Laguna, (importer, wholesaler), Rua São Bento, 13 3° andar Rio de Janeiro ZC-05 GB. WTD 6/68.

RWANDA—Wheat flour; immediate purchase. Requests replies in French. Julien Maton "Entreprises", (retailer, importer), B.P. 34, Kigali. WTD in preparation.

221 Broad woven fabric mills, cotton

● **CEYLON**—Approximately 200,000 lineal yards of olive green drill. Bid deadline 9:30 a.m., Nov. 26. Bids should be sent to the Chairman, Tender Board, Dept. of Government Stores, P.O. Box 418, Colombo.

Tender documents are available from the Office of Textiles, U.S. Department of Commerce, Room 5026, Washington, D.C. (Telephone: 202-967-5238).

TANZANIA—Household linens: sheets, towels, bedspreads. Direct purchase and exclusive agency. Imextrade (Africa) (importer, agent), P.O. Box 245, Dar es Salaam. WTD 9/68.

227 Floor covering mills

AUSTRIA—Novelties in carpets, rugs. "INKU" Kurt Smolka, (importer, wholesaler), Nussdorfer Platz 8, P.O. Box 49, A-1191 Vienna. WTD 9/68.

232 Men's, youths', boys' furnishings, work clothing

TANZANIA—Ready-made men's light weight trousers for tropical climate. Direct purchase and exclusive agency. Imextrade (Africa), (importer, agent), P.O. Box 245, Dar es Salaam. WTD 9/68.

238 Apparel, accessories

TANZANIA—Handkerchiefs, all types. Direct purchase and exclusive agency. Imextrade (Africa), (importer, agent), P.O. Box 245, Dar es Salaam. WTD 9/68.

249 Wood products

MALAWI—Wooden novelties for gifts. New Hardware Centre (Pvt), Ltd. (importer, wholesaler, retailer), P.O. Box 543, Blantyre. WTD 9/68.

SWEDEN—Wood-wool cement (acoustic, reinforced) boards to be used in construction, walls, ceilings. AB Norbergs Mek. Verkstad (manufacturer, exporter), 206 Box, S-778 02 Norberg. WTD 9/68.

251 Household furniture

DENMARK—Metal outdoor furniture. Inter Hardware A/S (agent, importing wholesaler), 19-21 Fabriksparken, 2600 Glostrup. WTD 9/68.

264 Converted paper, paperboard products

ICELAND—Self-adhesive wallpaper. Direct purchase and agency. Mrs. Unnar Schram Jonsson, Veggfodrarinn, H. F. (importer, retailer, wholesaler), Hverfisgata 34, Reykjavik. 9/68.

MALAWI—Paper novelties for gift items. New Hardware Centre, Ltd. (importer, wholesaler, retailer), P.O. Box 543, Blantyre. WTD 9/68.

PORTUGAL—Bags (throw away type): food, frozen food, merchandise; sacks (throw away type): garbage disposal. Direct purchase and agency. Electromaque—Electrotecnia, Maquinas, Importacao e Exportacao, de Costa & Lara Lda. (agent, importer), Rua Firmesa, 365-4°, Oporto. WTD 7/67.

TANZANIA—Office stationery of all kinds. Direct purchase and agency. Vaibro (importer, printer), P.O. Box 2144, Dar es Salaam. WTD 9/68.

281 Industrial chemicals

BRAZIL—Paint pigments; paint solvents; boric acid. Direct purchase and agency. Sibramap Sociedade Importadora Brasileira de Materias Primas Ltda. (importer, distributor, agent), Av. Presidente Vargas, 542 21° andar, grupo 2103 Rio de Janeiro ZC 00 GB. WTD 9/68.

GERMANY—All types of industrial organic, inorganic chemicals for laboratories, research purposes; fine chemicals for science, industry; solvents. Direct purchase and agency. Aug. Hedinger KG (importer, exporter, distributor), 7 Stuttgart-Wangen, Heiligenwiesen 26. WTD 9/68.

282 Synthetic materials

FRANCE—Special purpose plastics materials for industrial equipment, machinery. Direct purchase and agency. Requests replies in French or German. Ets. Charles Naegelen (wholesaler, factory agent), 8 Rue de l'Ill, 68 Mulhouse-Brunstatt. WTD 9/68.

GERMANY—Raw plastics in granules or powder: polyethylene, high and low density; polypropylene; polystyrene; polycarbonate; A.B.S. (acrylonitril-butadiene-styrene-copolymers). Requests price quotations c.i.f. European ports. Direct purchase and agency. Wilhelm Priem & Co. (sales agent, wholesaler, importer, exporter), 48 Bielefeld, Kreuzstrasse 35 or Postfach 6628. WTD 8/68.

283 Drugs

TANZANIA—Pharmaceutical preparations for public use. Direct purchase and agency. Imextrade (Africa) (importer, agent), P.O. Box 245, Dar es Salaam. WTD 9/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

TANZANIA—Toilet and perfumed soaps, also in gift boxes. Direct purchase and exclusive agency. Imextrade (Africa) (importer, agent), P.O. Box 245, Dar es Salaam. WTD 9/68.

286 Gum, wood chemicals

BRAZIL—Pyroligneous acid; rosin. Direct purchase and agency. Sibramap Sociedade Importadora Brasileira de Materias Primas Ltda. (importer, distributor, agent), Av. Presidente Vargas, 542 21° andar, grupo 2103, Rio de Janeiro, ZC 00 GB. WTD 9/68.

NETHERLANDS—Fifteen tons limed pale wood rosin, type WG-WW, acid Nr. 73, approx. 5-6% Ca (OH)2. For delivery: c.i.f. Rotterdam, incl. seaworthy packing. Paulussen Lakfabriek N.V. (manufacturer, importer, exporter), Contact: Mr. J. van Doornik, Binckhorstlaan 235, The Hague. WTD in preparation.

289 Chemical products

KENYA—Wax, raw materials for making rubber sheets, straps. Babulal Narshi & Co. Ltd. (manufacturer), P.O. Box 649, Mombasa. WTD 8/68.

307 Plastics products

AUSTRIA—Plastic film for interior decoration. "Inku" Kurt Smolka (importer, wholesaler), Nussdorfer Platz 8, P.O. Box 49, A-1191 Vienna. WTD 9/68.

EL SALVADOR—Laminated, granulated plastic products of nitrate, cellulose acetate. Requests replies in Spanish. Industrias Opticas, S.A. (manufacturer), 11 Calle Oriente 124, San Salvador. WTD in preparation.

FRANCE—Plastics products for industrial equipments, installations and uses. Direct purchase and agency. Requests replies in French or German. Ets. Charles Naegelen (wholesaler, factory agent), 8, Rue de l'Ill, 68 Mulhouse-Brunstatt. WTD 9/68.

GREECE—Sausage casings, synthetic. Requests information, prices. A. D. Diamantidis (commission agent, importer), 13 Megalou Alexandrou St., Thessaloniki. WTD 9/68.

MALAWI—Plastic novelties for gifts. New Hardware Centre (Pvt)., Ltd. (importer, wholesaler, retailer), P.O. Box 543, Blantyre. WTD 9/68.

NEW ZEALAND—Clear acrylic rigid tube, 1,000 feet required, outside diameter 2" to 2¼", wall thickness 1/16" to ⅛"; unplasticized rigid PVC in rod, sheet and tube form. Requests brochures showing product range. Paterson Candy International (N.Z.) Ltd. (importer, manufacturer), Attn: Mr. John S. Sutton, Supply Manager, P.O. Box 9065, Auckland, 1. WTD 6/68.

319 Leather goods

MALAWI—Leather novelties for gifts. New Hardware Centre (Pvt), Ltd. (importer, wholesaler, retailer), P.O. Box 543, Blantyre. WTD 9/68.

322 Glass, glassware

MALAWI—Wide variety of heat-resistant, unbreakable household glassware. Requests catalogs; quote prices in £ sterling. New Hardware Centre (Pvt), Ltd. (importer, wholesaler, retailer), P.O. Box 543, Blantyre. WTD 9/68.

TANZANIA—Table, kitchen, novelty glassware; heat-resistant household, hotel glassware. Direct purchase and exclusive agency. Imextrade (Africa) (importer, agent), P.O. Box 245, Dar es Salaam. WTD 9/68.

323 Glass products

MALAWI—All kinds of cut, engraved, decorated glassware for household use; glass novelties for gifts. New Hardware Centre (Pvt), Ltd. (importer, wholesaler, retailer), P.O. Box 543, Blantyre. WTD 9/68.

326 Pottery, related products

DENMARK—Household tableware, kitchen articles. Inter Hardware A/S (agent, import-

ing wholesaler), 19-21 Fabriksparken, 2600 Glostrup. WTD 9/68.

MALAWI—All kinds of household crockery and kitchenware. Requests catalogs; quote prices in £ sterling. New Hardware Centre (Pvt), Ltd. (importer, wholesaler, retailer), P.O. Box 543, Blantyre. WTD 9/68.

329 Abrasive, asbestos, nonmetallic mineral products

KENYA—Hard clay, raw materials for making rubber sheets, straps. Babulal Narshi & Co. Ltd. (manufacturer), P.O. Box 649, Mombasa. WTD 8/68.

331 Steel mill products

BRAZIL—Steel strips for saw blades. Serraco Comercio e Industria Ltda. (importer, manufacturer), Rua Marechal Aguiar, 115; Caixa Postal 4898 Rio de Janeiro GB. WTD 4/68.

TAIWAN—Iron and steel sheets, nonstandardized size, polished, ungalvanized. Direct purchase and agency. Heng Long Co., Ltd. (importer, agent), 11 Anping Road, Tainan. WTD in preparation.

333 Primary smelting, refining of nonferrous metals

AUSTRIA—Pure nickel anodes for electroplating in sizes of about 2" x 1" x ⅜-⅝". Monthly requirement about three metric tons. Kromag A.G. fuer Werkzeug- und Metallindustrie (manufacturer), A-2552 Hirtenberg. WTD in preparation.

342 Cutlery, hand tools, general hardware

BRAZIL—Hand tools for automobile repairing, servicing. Direct purchase and agency. Distribuidora e Representacoes de Auto Pecas Roliz Ltda. (importer, agent, distributor), Rua do Riachuelo, 42 7° andar, salas 704/705 Caixa Postal 5312 Rio de Janeiro ZC 06 GB. WTD 2/68.

DENMARK—Do-it-yourself tools. Inter Hardware A/S (agent, importing, wholesaler), 19-21 Fabriksparken, 2600 Glostrup. WTD 9/68.

FRANCE—General hardware and industrial supplies, including do-it-yourself hand-tools; marine hardware, allied equipment. Direct purchase and agency for southwest France. S.A.F.I.M. (Societe An. de Fournitures Industrielles et Marines) (sales agent, dealer), 60 Avenue Emile-Counord; 33- Bordeaux, Gironde. WTD 7/68.

THAILAND—Cutlery, hand tools, builders', furniture hardware. Direct purchase and agency. Requests c.i.f. prices, catalogs. Joat Trading (importer, distributor), 512 Inside Sapankwai Market, Near Government Savings Bank, Paholyothin Road, Bangkok. WTD 9/68.

344 Fabricated structural metal products

GERMANY—Pneumatic cylinders for metal cutting machinery. Requests price quotations f.o.b. American ports. Direct purchase and agency. W. Hofmann & Co. (manufacturer, wholesaler, exporter), 5657 Haan/Rhld., Ginsterweg 19. WTD 9/68.

● **SOUTH AFRICA**—Supply two complete boiler plants, approx. value $1.4 million. Enquiry No. V 148. Bid deadline Nov. 11.

Specifications available from Chief Buyer, So. African Iron and Steel Industrial Corp., Ltd., P.O. Box 450, Pretoria, Transvaal, Attn: Contracts Section upon payment of approx. $70; refundable upon receipt of tender.

345 Screw machine products

FRANCE—Special industrial fasteners of stainless steel, other stainless metal for equipments, installations of chemical industries and laboratories. Direct purchase and agency. Requests replies in French or German. Ets. Charles Naegelen (wholesaler, factory agent), 8 Rue de l'Ill, 68 Mulhouse-Brunstatt. WTD 9/68.

346 Metal stampings

DENMARK—Household cooking, kitchen utensils. Inter Hardware A/S (agent, importing wholesaler), 19-21 Fabriksparken, 2600 Glostrup. WTD 9/68.

349 Fabricated metal products

FRANCE—Stainless steel piping specialities, apparatus for chemical industry piping installations. Direct purchase and agency. Requests replies in French or German. Ets. Charles Naegelen (wholesaler, factory agent), 8, Rue de l'Ill, 68 Mulhouse-Brunstatt. WTD 9/68.

GERMANY—Oil hydraulic globe valves, control valves for vehicle industry. Requests price quotations f.o.b. American ports. Toussaint & Hess, Hydraulische Hebezeug-Fabrik GmbH. (manufacturer, wholesaler, importer, exporter), 4 Duesseldorf, Voelklinger Strasse 48. WTD 9/68.

Oil-hydraulic and pneumatic valves for metal cutting machinery. Requests price quotations f.o.b. American ports. Direct purchase and agency. W. Hofmann & Co. (manufacturer, wholesaler, exporter), 5657 Haan/Rhld., Ginsterweg 19. WTD 9/68.

Hydraulic valves for machinery, packaging industries, foundries. Requests price quotations c.i.f. European ports. Direct purchase and agency. Alpha-Pneumatik GmbH. (manufacturer, wholesaler, exporter), 5 Koeln a. Rh., Ubierring 11. WTD 9/68.

MALAWI—Metal novelties for gift items. New Hardware Centre (Pvy), Ltd. (importer, wholesaler, retailer), P.O. Box 543, Blantyre. WTD 9/68.

351 Engines, turbines

● **NICARAGUA**—Supply (A) four each tainter gates, stop-logs, gantry crane, wheel, slide gate, trash-rack, steel pipe and other material. (B) two each Francis hydraulic turbines of 27,200 kw complete with auxiliary equipment. Bids will be accepted for all of A or B or both A and B.

Bid documents available for $100 from Head Offices of ELC-electroconsult, Consulting Engineers, Via Chiabrera 8, 20151 Milano, Italy. IBRD Financing.

352 Farm machinery

CANADA—Complete plant installation, fully automatic if possible, for production of turkey feed including pellets, vitamins. Capacity to feed 1 to 1½ million turkeys per day. Firm is interested in complete turnkey operation and will construct building to requirements of manufacturer. Lincoln Poultry Farms Ltd., 449 Logan Avenue, Toronto 8, Ontario. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

PORTUGAL—Freight and passenger elevators, elevator equipment; conveyors, conveying equipment for general industrial use; other materials handling equipment for industrial plants. Cruz Lda., Pinto & Ca. (importer, agent, wholesaler), Rua Alexandre Braga, 60/70, Oporto. WTD in preparation.

Conveyors, conveying equipment for fish canning industry. Rainha do sado, Lda., Conservas (canner, packer, exporter), Rua Herois de Franca, 905. Matosinhos. WTD in preparation.

● **THAILAND**—Twenty-four concrete vibrators, flexible shaft 20 ft. long (two sections) size of head 2⅝" x 16", 7 hp. air cooled engine; 12 concrete mixers, tilting, portable, 3½ cu. ft., pneumatic tired, tow bar, 4½ hp. air cooled engine; 12 centrifugal water pumps, portable, self priming, approximate weight 50 lbs. and 3 hp., 20 ft. suction, 20 ft. discharge, two hose coupling sets; one earth tamper, one each 13", 18", 24" tamping plates and 1 24" tamping plate with water tank for black top. Recommended list of spare parts for five years operation.

Tender No. LIVE-4, bid deadline Oct. 24. World Bank financed. Vocational Education

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 20212, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 9028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

Department, Ministry of Education, Rajdannerr Avenue, Bangkok.

354 Metalworking machinery

● **BURMA**—Supply of welding equipment, including: 90,000 ft. of mild steel electrodes, 200,000 ft. of Murex Vodex type electrodes, 200,000 ft. of "Ferrospeed" type electrodes, and various quantities of cutting nozzles, flux and solder.

Tender No. MEIC/B.RLYS/13(T)33(ML-MC) 68.69, bid deadline Oct. 14. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2723).

● Supply of Coventry dies, including: thirty sets to suit ½" die heads, twenty sets to suit ¾" die heads, 114 sets to suit 1" die heads, 166 sets to suit 1¼" die heads, 75 sets to suit 1½" die heads, and 54 high-speed steel chasers for 1" Lanco die heads.

Tender No. MEIC/B.Rlys/13(T)37(ML)-68.69, bid deadline Oct. 17. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2723).

EL SALVADOR—Punching tools for cutting acetate sheets used in manufacture of ophthalmic frames. Requests replies in Spanish. Industrias Opticas, S.A. (manufacturer), 11 Calle Oriente 124, San Salvador. WTD in preparation.

FRANCE—Metalworking machinery, including low- and medium-duty machine tools such as lathes; milling machines; punch presses; surface-grinders; electric hand-tools for home workshops. Direct purchase and agency for southwest France. Catalogues, price lists requested. S.A.F.I.M. (Societe An. de Fournitures Industrielles et Marines) (sales agent, dealer), 60 Avenue Emile-Counord; 33-Bordeaux, Gironde. WTD 7/68.

GERMANY—Oil-hydraulic/pneumatic jaw chucks for metal cutting machinery. Requests price quotations f.o.b. American ports. Direct purchase and agency. W. Hofmann & Co. (manufacturer, wholesaler, exporter), 5657 Haan/Rhld., Ginsterweg 19. WTD 9/68.

● **INDIA**—Machinery for the manufacture of underground telephone cable, including: wire drawing machine, vacuum annealing furnace, 60 heads loop cable insulating machine, 36 heads trunk cable insulating machine, trunk cable quadding machine, three stranding machines, four vacuum drying ovens, lead extrusion presses, and inspection equipment for underground telephone cables.

Tender No. NPA (Sections A to H) 2503 (20) dated July 30, bid deadline Oct. 15. The Managing Director, Hindustan Cables Ltd., P.O. Hindustan Cables, Dist, Burdwan, West Bengal.★ (Telephone: 202-967-2723).

● **PAKISTAN**—Eight pedestal type tool grinders, including two spare aluminum oxide grinding wheels—one inch face by seven inch dia. by ⅝ inch hole.

Tender No. S-10/365/66-67/A, bid deadline Oct. 15. Directorate of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2.★ (Telephone: 202-967-2723).

PORTUGAL—Machinery for fabrication of metal containers for chemicals, food products. Ental-Embalagens Metalicas Lda. (manufacturer). Rua Rei Ramiro, 4, Vila Nova de Gaia. WTD in preparation.

Machinery for fabrication of all types of metal cans, containers. Colep-Ilidio da Costa Leite de Pinho (manufacturer), Apartado 14, Vale de Cambra. WTD in preparation.

● **VIET-NAM**—Steel melting facility and rolling mill to produce reinforcing bars, including: one six-metric ton swing type top charging arc furnace, two eight-metric ton overhead traveling cranes, two-metric ton ladles, 250 ingot molds 100 x 100 mm. sq. by 1.5 m. long, one ingot heating furnace, three-high stand roughing mill with 360 x 900 mm. rolls, one finishing with 250 x 600 m. rolls, machine shop equipment, and two 3,300 diesel engine generator sets.

Tender No. 2778/NSDA-364, bid deadline Oct. 30. Industrial Development Center (IDC), 40-42 Hguyen Hue, P.O. Box 336, Saigon.★ (Telephone: 202-967-2723).

● **YUGOSLAVIA**—One 120 tons forming press, complete with all auxiliary equipment, for manufacture of kitchenware with 6-16 cm. bottom dia.

Tender No. Sl. list #32, bid deadline Oct. 29. EMO, emajlirnica, metalna industrija, Celje/Mariborska cesta 86, P.O. Box 79, Belgrade.

Machinery for making 3, 6, and 35 mm. round steel balls from wire, including: 500 strokes per minute horizontal press, machine for flashing 300 kg. of balls in 10 hours, soft grinding machine, thermical finishing machine, sorting machine, filters.

Tender No. R-331 Sl. list #32, bid deadline Nov. 5 Brodomaterijal, Export-Import (sektor uvoza), Rijeka, P.O. Box 396.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

355 Special industry machinery

CHILE—Machinery for manufacture of automobile seat frames, square formed seat springs. Trimsa S.A., Sr. Bertoldo Schlesinger S. (upholsterer), calle Diez de Julio #357, Santiago. WTD in preparation.

EL SALVADOR—Machinery for manufacture of ophthalmic frames. Requests replies in Spanish. Industrias Opticas, S.A. (manufacturer), 11 Calle Oriente 124, San Salvador. WTD in preparation.

PORTUGAL—Machinery for fish industry (canning, packing and can wrapping; preparation, packing of frozen fish). Empresa de Pesca de Aveiro, S.A.R.L. (canner, exporter), Estrada da Barra, 9, Aveiro. WTD in preparation.

Commercial food-products machinery: slicers, choppers, grinders, cutters, dicers, tenderizers, mixers, whippers; bakery machinery, equipment; ice cream freezers. Sabandeira Lda. Sociedade Comercial e Importacao (importer, agent, retailer, wholesaler), Rua Sa da Bandeira 335, Oporto. WTD in preparation.

Can wrapping machinery. Ramirez & Ca. (Filhos) Lda. (exporter, canner, packer), Apartado 50, Matosinhos. WTD in preparation.

Bag filling machinery for dried, dehydrated soups; machinery for manufacturing soup tablets. Brandao S.A.R.L., Conservas (canner, packer, exporter), Rua Herois de Franca, 405, Matosinhos. WTD in preparation.

Fish packing, canning machinery; boxing, wrapping machinery. Prado Lda., Conservas (canner, packer, exporter), Rua Brito Capelo, 1165, Matosinhos. WTD in preparation.

Packaging, filling, wrapping, sealing machines for food products. Carmo & Irmao, Lda. (importer, agent, wholesaler), Rua Goncalo Cristovao, 23-1°, Oporto. WTD in preparation.

Tin can wrapping machinery. Ferreira, Fabrica de Conservas Aviz de Edmundo (canner, packer, exporter), Rua Sousa Aroso, 263, Matosinhos. WTD in preparation.

Canning, packing, can wrapping machinery for fish industry. Marques, Neves & Ca. Lda. (canner, packer, exporter), Rua Conselheiro Costa Braga, 477, Matosinhos. WTD in preparation.

Fish packing, canning machinery. Conserveira, Portuguesa Lda. (canner, packer, exporter), Rua Sousa Aroso, 1266, Matosinhos. WTD in preparation.

Wrapping machines for tin canned fish. Rainha do sado, Lda., Conservas (canner, packer, exporter), Rua Herois de Franca, 905, Matosinhos. WTD in preparation.

Bag, envelope making machinery for textile products, knit-wear, hosiery. Companhia Portuguesa de Seda Artificial, S.A.R.L. (importer, manufacturer), Rua do Monte dos Burgos, 470, Oporto. WTD in preparation.

Filling machinery for bottling olives. Patria Lda., Fabrica de Conservas (canner, packer, exporter), Apartado 69, Matosinhos. WTD in preparation.

Machinery for manufacture of glass containers, closures. Centro Vidreiro do Norte de Portugal, S.A.R.L. (manufacturer), Oliveira de Azemeis. WTD in preparation.

Tin can wrapping machinery. A Universal, Lda., Sociedade de Conservas (canner, packer, exporter), Rua D. Joao I, 271, Matosinhos. WTD in preparation.

THAILAND—Complete equipment for manufacturing domestic detergent, daily production capacity approximately five tons on one shift. Used equipment considered. Catalog or other information c.i.f. Bangkok prices. The D.T.C. Limited Partnership (importer, distributor), 183 Sukhumvit. P.O. Box 2673, Bangkok. Attn: Julian M. H. Deeley, Gen. Mgr. WTD 6/67.

356 General industrial machinery

NETHERLANDS—High pressure reciprocating pumps for industrial cleaning equipment, other industrial applications. Koster & van Batenburg N.V. (importing distributor, manufacturer), 3 Oosterweezenstraat, Alkmaar. WTD 6/67.

PORTUGAL—Industrial hydraulic equipment; industrial couplings, clutches. Direct purchase and agency. Cudell, Eng. Gustavo (importer, wholesaler, agent), Rua do Bolhao, 157, Oporto. WTD 10/67.

Carton sealing machines, packaging machinery, using glue. SA & Castro Lda. (importer, agent, wholesaler), Rua Faria Guimaraes, 345, Oporto. WTD in preparation.

THAILAND—Packaging and wrapping machinery for small domestic detergent manufacturing plant. Equipment required for waxed, unwaxed cardboard cartons and polyethylene packs. Used equipment considered. Catalogs or other information and c.i.f. Bangkok prices. The D.T.C. Limited Partnership (importer, distributor), 183 Sukhumvit Road, P.O. Box

2673, Bangkok. Attn: Julian M. H. Deeley, Gen. Mgr. WTD 6/67.

357 Office, computing, accounting machines

TANZANIA—Stapling machines, pencil sharpeners, duplicating machines, copying machines, modern office equipment, accessories, general office supplies, related products. Descriptive literature, price lists requested. Direct purchase and agency. Vaibro (importer, printer), P.O. Box 2144, Dar es Salaam. WTD 9/68.

358 Service industry machines

PORTUGAL—Commercial cooking, food warming equipment. Sabandeira Lda., Sociedade Comercial e Importacao (importer, agent, wholesaler, retailer), Rua de Sa da Bandeira, 335, Porto. WTD in preparation.

359 Machinery

GERMANY—Oil-hydraulic cylinders for metal cutting machinery. Requests price quotations f.o.b. American ports. Direct purchase and agency. W. Hofmann & Co. (manufacturer, wholesaler, exporter), 5657 Haan/Rhld., Ginsterweg 19. WTD 9/68.

Hydraulic cylinders for machinery, packaging industries, foundries. Requests price quotations c.i.f. European ports. Direct purchase and agency. Alph-Pneumatic GmbH. (manufacturer, wholesaler, exporter), 5 Koeln a. Rh., Ubierring 11. WTD 9/68.

361 Electric transmission, distribution equipment

● **ARGENTINA**—Supply equipment for installation and start up, 9 De Julio Transformer Station in Mar De Plata, Province of Buenos Aires. Tender No. 112/68, bid deadline Oct. 16.

Project to be partially financed by Inter-American Development Bank. Specifications available (approx. $60).

● Supply power transformers for the San Martin and Las Heras transformer stations in the Province of Mendoza, Argentina. Bid deadline Oct. 23, Tender No. 117/68.

Project to be partially financed by Inter-American Development Bank. Specifications available (approx. $36).

● Supply power transformer for the Godoy Cruz and the Maipu stations in the Province of Mendoza and the Santiago del Estero station in the Province of Santiago del Estero. Tender No. 118/68, bid deadline Oct. 28.

Project to be partially financed by Inter-American Development Bank, specifications available (approx. $36).

Specifications on above tenders may be obtained from Agua y Energia Electrica, Lavalle 1554, Buenos Aires. (Correspondence preferred in Spanish.)

● Supply 51 each 13.2 kv current and voltage transformers, Tender No. 2879, bid deadline Oct. 11. Supply 13.2 kv three-phase section switches for transformer input and output cables, Tender No. 2882, bid deadline Oct. 11. Supply equipment for grounding the neuter and transformers for protecting the turbine bucket and the 290 MVA transformer neuter pertaining to Segb's No. 9 generator unit, Tender No. 2883, bid deadline Oct. 11. Specifications available (approx. $5 for each Tender) from Segba, Balcarce 184, Room 443, Buenos Aires.

● Supply 12 each 13.2 kv, three phase reactance coils, Tender No. 2878, bid deadline Oct. 14.

Specifications available (approx. $15) from Segba, Balcarce 184, Buenos Aires.

● **SINGAPORE**—Supply 66 kv metal-clad indoor switchgear; 22 kv metal-clad indoor switchgear; indoor distribution boards, outdoor distribution pillars and house service connection boxes for fully interconnected low-voltage networks; low-voltage distribution boards. (Refer to PUB Reference Item Nos: 2, 3, 9 and 10 respectively). Bid deadline Nov. 21.

● Supply 6.6 kv metal-clad bulk oil indoor switchgear; 6.6 kv metal-clad small oil volume indoor switchgear; 6.6 kv metal-clad air break indoor switchgear. (Refer to PUB Reference Item Nos. 4, 5 and 6). Bid deadline Nov. 25.

● Supply 66/22 kv transformers; 22/6.6 kv transformers; 22,000/433 V. dry type distribution transformers. (Refer to PUB Reference Item Nos. 12, 13, and 15). Bid deadline Nov. 28.

● Supply 22,000/433 volt distribution transformers; 6,600/433 volt distribution transformers. (Refer to PUB Reference Item Nos. 14 and 16.) Bid deadline Dec. 2.

Specifications available after September (approx. cost $33 for each tender) from The Secretary, Public Utilities Board, City Hall, Singapore 6, Republic of Singapore.

● **THAILAND**—Supply 15 each 3 phase, 69 kv, 1,200 amp. air sectionalizing switches; 1 each spare quick break arcing horn; recommended spare parts list for above.

Tender No. MEA-PSD-137, bid deadline Nov. 4. Purchase and Stores Division, Metropolitan Electricity Authority, 121 Chakrapech Road, Bangkok.★ (Telephone: 202-967-4241).

● Supply 1,348 each 12 and 24 kv transformers, Tender No. MEA-PSD-135, bid deadline Oct. 24.

Purchase and Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Road, Bangkok, Thailand.★ (Telephone: 202-967-4241).

362 Electrical industrial apparatus

NETHERLANDS—Welding equipment, welding specialties. Direct purchase and exclusive representation for Netherlands and/or other Common Market countries. Descriptive literature requested. Hilarius' Draadindustrie & Handelmaatschappij N.V. (importer, exporter), 4 Hendrik Figeeweg (or: P.O. Box 550), Haarlem. WTD 6/67.

● **PAKISTAN**—Supply seven each 5 kw motor generator, 7 each exciter for generators, and associated equipment. Tender No. S-10/182 (65-66). Bid deadline Oct. 23.

Specifications available for approx. $1 from Directorate of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2. Financed by IDA credit. One set of specifications available for review only, *not for loan*, from Power & Electrical Equipment Division, BDSA-651, Room 4124, Department of Commerce, Washington, D.C. (Telephone: 202-967-4241).

363 Household appliances

DENMARK—Household cooking equipment, laundry equipment, electrical housewares and appliances; barbecues, grills and braziers for outdoor cooking. Inter Hardware A/S (agent, importing wholesaler), 19-21 Fabriksparken, 2600 Glostrup. WTD 9/68.

MALAWI—All kinds of electrical household appliances: percolators, toasters, heaters, fans, kettles, hair-dryers, vacuum cleaners. Must be 220 volt. Illustrated catalogs requested; quote prices in £ sterling. New Hardware Centre (Pvt), Ltd. (importer, wholesaler, retailer), P.O. Box 453, Blantyre. WTD 9/68.

SPAIN—Latest novelties in household appliances. Radio y Television Carlos Ortega (importer, distributor), Gran Via 19-21, Bilbao (1). WTD 8/68.

364 Electric lighting, wiring equipment

● **ARGENTINA**—Supply approx. 12,450 each aluminum couplings, 4,650 each terminals, 69,000 connectors, 5,000 clamps and 6,000 each coupling sleeves. Tender No. 2873, bid deadline Oct. 9.

Specifications available (approx. $15) from Segba, Balcarce 184, Room 443, Buenos Aires.

GERMANY—Electric connectors, plugs, contacts, contact systems. Direct purchase and agency. Lapp Contact GmbH (importer, exporter, wholesaler), 7 Stuttgart-Vaihingen, Schulze-Delitzsch-Strasse 25. WTD 4/68.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

365 Radio, television receiving sets

SPAIN—Latest novelties in radio, television receiving sets. Radio y Television Carlos Ortega (importer, distributor), Gran Via 19-21, Bilbao (1). WTD 8/68.

366 Communications equipment

ISRAEL—Rotors, electrical wire. Norbert Gruenberg (importer, wholesaler, distributor), 12 Pines St., Tel Aviv. WTD 4/68.

● **GREECE**—Supply of 31 single side-band transceivers and associated equipment. Tender No. 4/537/68, bid deadline is Nov. 1. Ministry of Commerce, State Purchases Directory D, 50 Socratous St., Athens.★ (Telephone: 202-967-4823).

● **NEW ZEALAND**—Twenty sets of level crossing alarm actuating equipment to detect the approach and passage of trains on single track railway. Bid deadline Dec. 11. Tender No. NZR 68/333.

A copy of the tender documents and specifications may be obtained from Transportation Products Division, Room 4021, U.S. Department of Commerce BDSA-631, Washington, D.C. 20230. (Telephone: 202-967-4816).

367 Electronic components, accessories

ISRAEL—Electronic components, accessories of all kinds. Norbert Gruenberg (importer, wholesale distributor), 12 Pines St., Tel Aviv. WTD 4/68.

371 Motor vehicles, motor vehicle equipment

BRAZIL—Automobile parts, accessories. Casa das Pecas S.A. (importer, wholesaler, retailer), Av. Olegario Maciel, 158 Belo Horizonte Estado de Minas Gerais. WTD 3/68.

Automobile parts, accessories. Direct purchase and agency. Distribuidora e Repre-

sentacoes de Auto Pecas Roliz Ltda. (importer, agent, distributor), Rua do Riachuelo, 42 7° andar, salas 704/705 Caixa Postal 5312 Rio de Janeiro ZC 06 GB. WTD 2/68.

GERMANY—Hydrostatic oil gearings (axial piston type) for vehicle industry. Requests price quotations f.o.b. American ports. Toussaint & Hess, Hydraulische Hebezeug-Fabrik GmbH. (manufacturer, wholesaler, importer, exporter), 4 Duesseldorf, Voelklinger Strasse 48. WTD 9/68.

NETHERLANDS—Street cleaning equipment such as refuse cars, refuse collectors. Koster & van Batenburg N.V. (importing distributor, manufacturer), 3 Oosterweezenstraat, Alkmaar. WTD 6/67.

374 Railroad equipment

● **TAIWAN**—Fifty 15-ton gondolas, fifty 15-ton ventilated cars, thirty guard vans; with spare parts. Tender specifications and drawings may be obtained from Central Trust of China, Purchasing Dept., 49 Section 1, Wuchang Street, Taipei. Bid deadline Oct. 21, 1968. Tender No. 1B2B-0024(y) Financing by IBRD loan.

A copy is available for review only in Transportation Products Division, Room 4021, U.S. Department of Commerce BDSA-531, Washington, D.C. 20230. (Telephone: 202-967-4816).

382 Instruments for measuring, controlling, indicating physical characteristics

NETHERLANDS—Positive displacement meters, attachments; requires capacities of more than 5,700 liters per minute (roughly 1,400 gals., capacities from 1 to 40 liters per minute (0-10 gals.) Direct purchase and exclusive agency. Imbema-Rolba N.V. (sales agent, importer, wholesaler), 5-7 Mauritsstraat (P.O. Box 160), Haarlem. (Attn.: Mr. G. F. van der Beek). WTD 6/67.

384 Surgical, medical, dental instruments

● **CHILE**—Supply of surgical, medical, and hospital instruments including; sterilizing autoclaves; anesthetic equipment; optical gastroscopes; esophagus forceps; optical broncoscopes; cistoscopes; other related items. Bid deadline Oct. 23.

Terms and specifications in Spanish. Correspondence preferred in Spanish. Advisable that bidders be legally represented in Chile. Servicio Nacional de Salud, Central de Abastecimiento, Avenida Matta 644, Santiago.★ (Telephone: 202-967-2939).

FRANCE—Orthopedic, prosthetic, surgical appliances, supplies; accessories; replacement parts; artificial limbs; apparatus of all types, preferably new orthopedic, prosthetic devices. Direct purchase and agency. Price lists, catalogues requested. Requests replies in French. Gauthier-Villot (Etablissements) (manufacturer), 124 Rue de la Boetie; 24-Bergerac, Dordogne. WTD 9/68.

● **TURKEY**—Supply of large quantities of obstetrical equipment, general chirurgical instruments, neurochirurgical instruments, thoracis and cardiovascular surgery equipment, urological instruments, orthopaedical equipment, nose-ear-throat equipment, medical gases equipment, freezer microtome, gynecological radium set (list), eye polyclinic set, jaw chine set, respiratory junctions tester. Bid deadline Oct. 28. Requested by Kara Kuvvetleri Komutanligi (Land Forces Command), Saglik Dairesi Baskanligi, Ankara. Tender documents available from Turkish Commercial Consul, 543 Empire State Building, 350 Fifth Avenue, New York, N.Y. 10001.

385 Ophthalmic goods

EL SALVADOR—All kinds of ophthalmic lenses, accessories used in manufacture of ophthalmic frames such as hinges, rivets, metal reinforcements, bridges, metal plates. Requests replies in Spanish. Industrias Opticas, S.A. (manufacturer), 11 Calle Oriente 124, San Salvador. WTD in preparation.

386 Photographic equipment, supplies

● **KOREA**—Supply of 18,000 sheets of pack film, 4 x 5, black and white, 12 or 16 sheets per box, ASA200. Tender No. KFX-8142-N, bid deadline Oct. 18. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-967-2939).

● **VIET-NAM**—Supply of large quantities of negative film for 16 m/m camera size; also size one inch and two inch video tape. Tender No. 3181-09098, bid deadline Oct. 17. Central Procurement and Supply Authority, P.O. Box H-5, Saigon.★ (Telephone: 202-967-2939).

● Supply of five sets of cameras and time recorders for arrival judging in running races; 18 sets of cameras for arrival running. Tender No. 3180-09098, bid deadline Oct. 17. Central Procurement and Supply Authority, P.O. Box H-5, Saigon.★ (Telephone: 202-967-2939).

394 Toys, amusement, sporting goods

DENMARK—Sporting, athletic goods. Inter Hardware A/S (agent, importing wholesaler), 19-21 Fabriksparken, 2600 Glostrup. WTD 9/68.

NETHERLANDS—Toys and hobby kits; baby toys. Direct purchase and exclusive representation. Reijne & Zonen (importer), 43-63 Noorderhoofdstraat, Krommenie. (Attn.: Mr. H. J. Avis). WTD 6/67.

395 Pens, pencils, office, artists' materials

TANZANIA—Pens, pencils, ballpoint pens, desk sets, felt markers, stamp pads and inks, stencils, carbon papers, correcting tapes; all other office requisites. Direct purchase and agency. Vaibro (importer, printer), P.O. Box 2144, Dar es Salaam. WTD 9/68.

396 Costume jewelry, novelties, buttons, notions

MALAWI—Women's costume novelties for gifts. New Hardware Centre (Pvt), Ltd. (importer, wholesaler, retailer), P.O. Box 543, Blantyre. WTD 9/68.

399 Manufacturing industries

AUSTRIA—Floor, wall coverings of any material. INKU-Kurt Smolka (importer, wholesaler), Nussdorfer Platz 8, P.O. Box 49, A-1191 Vienna. WTD 9/68.

ECUADOR—Barber chairs, hair clippers, all other barber shop furniture, equipment, accessories. INECA-Industrias Metalicas Ecuatorianas Ltda. (building contractors), c/o Mr. Antonio Hidalgo Febres Cordero, Mgr., P.O. Box 5537, Guayaquil. WTD in preparation.

NETHERLANDS—Barber, hairdresser and beauty shop equipment, supplies. Direct purchase and exclusive agency. Houtkoop's Handelsonderneming (importer, sales agent), 239 O.Z. Voorburgwal, Amsterdam. WTD 6/67.

All types of smokers' accessories including lighters, ashtrays. Direct purchase and exclusive representation for Netherlands or Benelux countries. N.V. Verkoopmaatschappij Semper Idem (importer), 45 Oudestraat, Kampen. Attn.: Mr. P. A. ten Hove. WTD 6/67.

TANZANIA—Advertising novelties, specialties, gift items, sales promotion give-aways. Direct purchase and exclusive agency. Imextrade (Africa) (importer, agent), P.O. Box 245, Dar es Salaam. WTD 9/68.

505 Farm products—raw materials

SINGAPORE—Wheat. Singapore Flour Mills, Ltd., 41 Jalan Gumilang, Singapore 23. WTD in preparation.

509 Wholesalers

BRAZIL—Gifts, novelties for personal use; home decoration. Eyd Sabbagh & Cia Ltda. (importer, wholesaler), Av. Rio Branco, 156 26° andar sala 2614 Rio de Janeiro ZC 21 GB WTD 8/68.

TANZANIA—Over-issued or once read newspapers of standard large size 22" x 33" when opened or nearest in 20 kilos steel-hooped bales. Direct purchase and exclusive agency. Imextrade (Africa) (importer, agent), P.O. Box 245, Dar es Salaam. WTD 9/68.

769 Repair shops, related services

JAPAN—Repair services for U.S. made nautical, navigational instruments on domestic and foreign ships while in Japanese ports. Agency agreements with U.S. manufacturers desired. Imai Shoten Co., Ltd. (repair service), 9 Yasuura-cho 1-chome, Yokosuka-shi, Kanagawa Prefecture, P.O. Box 35, Yokosuka. WTD 9/68.

Brazil wants bids for road construction

The National Highway Department (DNER), an autarchy of the Ministry of Transportation of Brazil, with headquarters at the Avenida Presidente Vargas No. 522, in the city of Rio de Janeiro, has announced that it will undertake inter-American bidding for construction and paving of about 800 kilometers on the following highways: BR-101—in the state of Alagoas; BR-116—in the state of Ceara; BR-232—in the state of Pernambuco.

The works to be executed are included in a project partially financed by the Inter-American Development Bank. The bid is open to bonafide contractors of member countries of the IDB.

Interested contractors may obtain the bidding documents as well as additional information from: Departamento Nacional de Estradas de Rodagem, Comissao de Concorrencia de Servicos e Obras, Avenida Presidente Vargas, 522—2lo. andar, Rio de Janeiro, Brazil. Proposals should be received at the above address by 3 p.m., Oct. 31.

Security printing plant planned for Philippines

Bids are currently solicited by the Philippine Government for a complete security printing plant for printing currency; postage, revenue, and documentary stamps; sweepstakes tickets; and other government documents.

Bids for the project, which are due Nov. 29, should include design of the building; all presses and other machinery, including installation; training of technicians; deferred payment financing; and all other items of essential expenditure.

The following prequalification information is required from prospective bidders: firm's business license or certified copy thereof; authority to represent the supplier; affidavit that the company's capitalization is at least one million pesos (3.9 pesos = $1), indication that the company has been in business for at least ten years; and evidence of any similar jobs performed. This information must be presented by the bidder or his authorized representative to the Chairman, Committee on Bidding on National Security Printing Plant, Department of Finance, Agrifina Circle, Manila.

Additional information, specifications, terms and conditions will be furnished by the Office of the Treasurer of the Philippines, Prudential Bank and Trust Company Building, Ayala Avenue, Makati, Rizal, Philippines, upon request.

Colombian firm seeks bid on telecommunications

The Interconexion Electrica S.A. of Colombia, has issued Tender No. 004-68, for supply, installation and commissioning of telecommunications equipment. Bid deadline is 2:30 p.m., Dec. 6.

This equipment is required for four 220 kv sub-stations located in Colombia. Specifications, bid forms, price lists and plans may be obtained by presenting a deposit for 1,000 Colombian pesos (16.50 pesos = $1) to the Account of Interconexion Electrica, S.A. in the Banco de Bogota.

Copies of tender announcement and specifications are available only from the Interconexion Electrica, Calle 37, No. 8-43, 7th Floor, Bogota, Colombia. Telephone: 202-967-4823.

Liberia calls for bids on port dredging project

The Monrovia Port Management Company has issued an invitation to bid on the dredging of the Freeport of Monrovia. The cost of the project, which is financed by a World Bank loan, is estimated at more than one million dollars.

Bid deadline is Oct. 15.

Tender documents are available at no cost from the Monrovia Port Management Company, Ltd., Room 861, 26 Broadway, New York, N.Y. 10004. Telephone: 212-944-5061.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

214 Tobacco stemming, redrying

SPAIN—Tobacco redried. Exclusive agency. Ballesteros & Compania (agency), Jose Murphy, 2, Santa Cruz de Tenerife (Canary Islands). WTD 6/68.

220 Textile mill products

NEW ZEALAND—Upholstery fabrics; drapes of natural, manmade fibers for supply to upholstered furniture manufacturers, wholesale merchants supplying retail, department stores. Exclusive agency. Mr. Frank T. Thorpy, Managing Director, F. T. Thorpy Ltd. (importer), P.O. Box 5487, Auckland, 1. WTD 9/68.

232 Men's, youths', boys' furnishings, work clothing

NETHERLANDS—Men's, boys' woven and knit outerwear. Exclusive agency representation for Netherlands. Descriptive literature, price lists requested. A. Lauxtermann Textielagenturen (sales agent), 54 Damrak, Amsterdam. WTD 6/67.

TANZANIA—Ready-made garments of all types of fabric. Naran Dahya & Sons (manufacturers' representative), P.O. Box 28, Mwanza. WTD 8/68.

233 Women's, misses', juniors' outerwear

NETHERLANDS—Women's, infants' knit and woven outerwear. Exclusive agency representation for Netherlands. Descriptive literature, price lists requested. A. Lauxtermann Textielagenturen (sales agent), 54 Damrak, Amsterdam. WTD 6/67.

TANZANIA—Ready-made garments of all types of fabric. Naran Dahya & Sons (manufacturers' representative), P.O. Box 28, Mwanza. WTD 8/68.

238 Apparel accessories

KENYA—Remnants leather cloth: 1 to 6 yds. and 6 to 20 yds. in length; width: 48" & 54". Exclusive agency. Requests samples, prices c.i.f. Mombasa. Mohanlal Dhanji Vora & Co. Ltd. (importer, exporter, manufacturers' representative), P.O. Box 542, Mombasa. WTD 8/68.

262 Paper mills, products

TANZANIA—Graphic paper for printing, up to 500 tons per annum. Requests quotations c.i.f. (c). Dar es Salaam. Globe Commission House (importer, agent), P.O. Box 584, Dar es Salaam. WTD 9/68.

263 Paperboard mills, products

TANZANIA—Corrugated paper for making boxes, cartons, packing, 2,000 tons annually. Requests quotations c.i.f.c. Dar es Salaam. Globe Commission House (importer, agent), P.O. Box 584, Dar es Salaam. WTD 9/68.

281 Industrial chemicals

ECUADOR—Organic, inorganic chemicals for industrial use. Agencia Sudamericana (indent agent), V. M. Rendon, 120, P.O. Box 3392, Guayaquil. WTD 9/68.

PAKISTAN—All kinds of industrial organic, inorganic chemicals. Roxana Traders (importer, wholesaler, agent), K. C. Dey Road, P.O. Box No. 213, Chittagong. WTD 8/68.

SUDAN—Technical copper sulphate pentahydrate ($Cu\ SO_4,\ 5H_2O$) in accordance with WHO specification "WHO/SMT/1", other chemicals for textiles, pharmaceutical, soapmaking industries. Commission basis. National Agriculture Organization Ltd. (importer), P.O. Box 1484, Khartoum. WTD in preparation.

282 Synthetic materials

NETHERLANDS—Miscellaneous industrial plastic semi-manufactures, such as teflon, polystyrene and polyethylene sheets, rods, tubes, profiles. Exclusive representation for Netherlands. N.V. Reputabel (importer), 105 Singel, Weesp. WTD 4/67.

TANZANIA—Polyvinyl chloride, polythlene, butyl rubber, chloroprene for manufacture of electric cables. Requests quotations c.i.f.c. Dar es Salaam. Globe Commission House (importer, agent), P.O. Box 584, Dar es Salaam. WTD 9/68.

283 Drugs

PAKISTAN—Drugs and pharmaceuticals preparations including biological products, vaccines, vitamins, nutrients for human use. Roxana Traders (importer, wholesaler, agent), K. C. Dey Road, P.O. Box No. 213, Chittagong. WTD 8/68.

SPAIN—Antibiotics, hormones, vitamins, sulphamides. Proquil, S.A. (importer, exporter, distributor), Luis Larrainza, 55, Madrid (2). WTD 8/68.

287 Agricultural chemicals

SUDAN—Insecticides, pesticides, urea 46% nitrogen, sulphate of ammonia 21% nitrogen. Commission basis. National Agriculture Organization Ltd. (importer), P.O. Box 1484, Khartoum. WTD in preparation.

295 Paving, roofing materials

SUDAN—Bitumen roofing felt 3 ply (tropical) 36" wide and 24 yards long; bitumen road asphalt, petroleum asphalt cement. Exclusive agency. National Agriculture Organization Ltd. (importer), P.O. Box 1484, Khartoum. WTD in preparation.

322 Glass, glassware

TANZANIA—Oven-proof glassware, other household, hotel glassware. Requests quotations c.i.f.c. Dar es Salaam. Globe Commission House (importer, agent), P.O. Box 584, Dar es Salaam. WTD 9/68.

329 Abrasive, asbestos nonmetallic mineral products

NICARAGUA—Asbestos-cement pipes, fittings for public water systems. Exclusive agency. Requests descriptive literature, price lists. Dr. Eduardo Montiel Arguello (sales agent), Apartado Postal 883, Managua. WTD in preparation.

331 Steel mill products

AUSTRIA—Tire studs (spikes). Walter

Philipp (manufacturers' agent), Kaerntnerstrasse 4/3/11, A-1010 Vienna. WTD in preparation.

SUDAN—Tinplate in following shapes: ordinary tinplate; cold reduced tinplate; double reduced tinplate; tinplate in coils; tinplate in strips; electrolytic tinplate; lacquered sheets. Commission basis. National Agriculture Organization (importer), P.O. Box 1484, Khartoum. WTD in preparation.

332 Iron, steel foundries

NICARAGUA—Cast iron pipes, fittings for public water systems. Exclusive agency. Requests descriptive literature, price lists. Dr. Eduardo Montiel Arguello (sales agent), Apartado Postal 883, Managua. WTD in preparation.

342 Cutlery, hand tools, general hardware

AUSTRIA—Metal working tools, carbide tipped. Walter Philipp (manufacturers' agent), Kaerntnerstrasse 4/3/11, A-1010 Vienna. WTD in preparation.

349 Fabricated metal products

FRANCE—Gate and control valves, fittings, accessories, other metal instruments, products for petroleum industry. Usines Dehousse (manufacturer), Avenue Gaston-Lacoste; 64-Pau, Basses-Pyrenees. WTD 9/68.

352 Farm machinery

VENEZUELA—Agricultural tractors (Diesel) 80 hp harvesting machines especially for rice. Agropecuaria Uverito, C.A. (sales agent), Edificio Mario, Apto. 4, Avenida Principal del Bosque, Chacaito, Caracas, or: Apartado 12.857 (Coliseo), Caracas. WTD 9/68.

353 Construction, mining, materials handling machinery, equipment

FRANCE—Tubes and tubing, pneumatic carrier systems, allied conveying equipment of modern type designed for prompt transmission of documents, other bulk materials in factories, warehouses, commercial or industrial establishments. Descriptive literature, price lists requested. Chapuzet (Entreprise Daniel) (special installation contractor), Les Chaumes de Crage; Route de Montmoreau; 16- Angouleme, Charente. WTD 9/68.

NETHERLANDS—Forklift and pallet handling trucks. Exclusive agency representation for Netherlands and/or other Common Market countries requested. Descriptive literature requested. Van Wijk Technische Handelsonderneming (importer, sales agent, exporter), 52 Honthorststraat, Amsterdam. WTD 3/68.

SUDAN—Well boring, water drilling equipment. Exclusive agency. National Agriculture Organization Ltd. (importer), P.O. Box 1484, Khartoum. WTD in preparation.

354 Metalworking machinery

TANZANIA—Electric hand drills, power driven hand tools; extruders for plastic industry. Requests quotations c.i.f.c. Dar es Salaam. Globe Commission House (importer, agent), P.O. Box 584, Dar es Salaam. WTD 9/68.

355 Special industry machinery

TANZANIA—Parts and accessories for cotton ginning machinery. Requests price quotation c.i.f. East African ports. Naran Dahya & Sons (manufacturers' representative), P.O. Box 28, Mwanza. WTD 8/68.

358 Service industry machines

IVORY COAST—Automobile air conditioners. Units must be adaptable to all types of foreign cars, Renault, Simca, Peugeot, Citroen, Mercedes Benz, BMW Fiat, Taunus, Opel. Exclusive agency. M. Pierre R. Berne, Directeur, Agence Centrale (trading company), C.F.A.O. BP. 2114-Abidjan. WTD 1/68.

361 Electric transmission, distribution equipment

BRAZIL—Transformers; circuit breakers; section switches. Montese Engenharia Industrial Ltda. (distributor agent), Av. Rio Branco, 156 25° andar, grupo 2521/22 Rio de Janeiro ZC 21 GB. WTD 1/68.

362 Electrical industrial apparatus

GERMANY—Electric motors, fractional hp, servo motors, linear motors, adjustable speed motors. EKS-Elektromagnetik Dr. Scheurer KG (manufacturer, exporter), 7143 Vaihingen/Enz, Radbrunnengasse 5. WTD 3/68.

363 Household appliances

TANZANIA—All types of electric and non-electric household appliances such as refrigerators, washing machines, stoves, mixers, picnic and outdoor kits. Requests descriptive literature, price quotations c.i.f. Dar es Salaam, other information. Vaibro (importer, agent), P.O. Box 2144, Dar es Salaam. WTD 9/68.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

366 Communication equipment

GERMANY—Fire alarm systems; remote control systems for model airplanes, boats. Jakob Faulstroh OHG (manufacturer, distributor), c/o Otto Faulstroh, 6080 Gross-Gerau, August-Bebel-Str. 16. WTD 1/68.

369 Electrical machinery, equipment, supplies

PAKISTAN—Storage batteries for automobiles. Roxana Traders (importer, wholesaler, agent), K. C. Dey Road, P.O. Box No. 213, Chittagong. WTD 8/68.

SUDAN—Diesel generators, battery chargers. National Agriculture Organization Ltd. (importer), P.O. Box 1484, Khartoum. WTD in preparation.

371 Motor vehicles, equipment

TANZANIA—Spare parts, accessories for British, Continental and U.S. passenger cars, trucks. Requests price quotations c.i.f. Dar es Salaam. Vaibro (importer, agent), P.O. Box 2144, Dar es Salaam. WTD 9/68.

THAILAND—Automobile air conditioners suitable for British "Triumph" cars. Exclusive agency for line not yet represented. C. K. R. Motors, Ltd. (importer, distributor), 50 Rama I Road, Bangkok. WTD in preparation.

373 Ship building, repairing

FRANCE—Small pleasure boats, row, sailing, others; polyester, reinforced fiber glass canoes, dinghies, related lines; nautical equipment, boat-kits. Raulto-Marine (dealer, sales agent), 118 Rue Gabriel-Peri; 31- Toulouse, Haute-Garonne. WTD 9/68.

380 Professional, scientific, controlling instruments

NEW ZEALAND—Biologicals, vaccines, reagents, diagnostics; laboratory reagents, chemicals, media; laboratory glassware; electromedical apparatus; electro-scientific equipment; centrifuges; general laboratory equipment; surgical instruments; sterile disposable medical supplies; opthalmic instruments and apparatus; optometric apparatus. Exclusive agency. Marketing Manager, S.A. Smith-Biolab Ltd., Medical Surgical Laboratory Division (importer, manufacturer), P.O. Box 36007, Auckland 9. WTD 10/67.

381 Engineering, laboratory, scientific, research instruments

BRAZIL—Scientific, research apparatus, instruments. RIG Rio Importacoes Gerais Ltda. (importer, distributor), Av. Princesa Isabel, 150 2° andar sala 202 Rio de Janeiro ZC 07 GB. WTD 7/68.

384 Surgical, medical, dental instruments

SPAIN—All classes of most recent novelties in surgical, medical, dental instruments, supplies. Proquil, S.A. (importer, exporter, distributor), Luis Larrainza, 55, Madrid (2). WTD 8/68.

386 Photographic equipment

ECUADOR—Developers, fixer, toner, other chemicals prepared, packaged for use in photography. Agencia Sudamericana (indent agent), V.M. Rendon 120, P.O. Box 3392, Guayaquil. WTD 9/68.

394 Toys, amusement, sporting goods

FRANCE—Skin-diving equipment, scuba gear; swim-fins, gloves; water-skis, accessories, including ski-safety equipment; inflatable rubber life-jackets, related lines. Raulto-Marine (dealer, sales agent), 118 Rue Gabriel-Peri; 31-Toulouse, Haute-Garonne. WTD 9/68.

SPAIN—Toys, amusement, sporting, athletic goods. Exclusive agency for Canary Islands, Spanish territories in Western Africa. Ballesteros & Compania (agency), Jose Murphy, 2, Santa Cruz de Tenerife (Canary Islands). WTD 2/68.

395 Pens, pencils, office, artists' materials

NETHERLANDS—Drawing supplies and equipment, artists' materials, reproduction equipment. Exclusive representation. Harris Import Company N.V. (importer), 28-34 Singel, Amsterdam. Attn: Mr. G. J. W. Schrander. WTD 5/67.

506 Electrical goods

AUSTRALIA—Hardware items to add to present lines of electrical equipment, appliances; products to supplement present appliance line with new, unique electrical goods. Breville Agencies Pty. Ltd. (agency), 11 Maud St., Newstead, Brisbane, Queensland 4006. WTD 3/68.

507 Hardware, plumbing, heating equipment, supplies

TANZANIA—All types of hardware for building construction. Naran Dahya & Sons (manufacturers' representative), P.O. Box 28, Mwanza. WTD 8/68.

509 Wholesalers

AUSTRALIA—General merchandise, novelties to complement its appliance, other household goods lines. Breville Agencies Pty. Ltd. (agency), 11 Maud St., Newstead, Brisbane, Queensland 4006. WTD 3/68.

IVORY COAST—All sorts of educational materials and aids, audio visual, magnetic blackboards, didactic pedagogical materials. Requests replies in French. M. Maurice Ribet (importer), Societe Ivoirienne de Representation Commerciale, Sireco, BP. 20870, Abidjan. WTD in preparation.

MALAWI—Popular comics, paperbacks; well-known titles for general interest reading. Central Bookshop (Pvt), Ltd. (wholesaler, retailer), Henderson St., P.O. Box 264, Blantyre. WTD 11/67.

Leads for Importers

Commodities are offered direct unless specified

206 Sugar

IRAN—Molasses. Para Cotton Ginning & Oil Mill Corp. (exporter, importer), 792 Khayam Ave., Tehran. WTD 9/68.

221 Broad woven fabric mills, cotton

SPAIN—Cotton, or chiefly cotton blankets. Desires to appoint exclusive agency. Viuda de Vicente Tortosa (manufacturer, exporter), Plaza de la Concepcion, 12, Onteniente, Valencia. WTD 8/68.

222 Broad woven fabric mills, manmade fiber, silk

SPAIN—Blankets, synthetic materials. Desires to appoint exclusive agent. Viuda de Vicente Tortosa (manufacturer, exporter), Plaza de la Concepcion, 12, Onteniente, Valencia. WTD 8/68.

223 Broad woven fabric mills, wool

SPAIN—Wool, or chiefly woollen blankets. Desires to appoint exclusive agent. Viuda de Vicente Tortosa (manufacturer, exporter), Plaza de la Concepcion, 12, Onteniente, Valencia. WTD 8/68.

251 Household furniture

GREECE—Tables and ornamental screen panels made of beech wood, bearing trade name "MOUSHIE". Pictures with weight, dimensions, prices available on loan from Trade Opportunities Staff, BDSA-618, Rm. 4053, U.S. Dept. of Commerce, Washington, D.C. 20230. Yaghdjian Bros. Co. (manufacturer), 39 Mithymnis St., Athens 823. WTD 7/68.

289 Chemical products

KENYA—Drums of 400 lbs. each of leptosperm citratum, eucalyptus oils. Mugwathi Farms Ltd. (agricultural enterprise), P. O. Box 641, Nakuru. WTD 7/68.

372 Aircraft, parts

FRANCE—Micro-turbines, gas, parts (aircraft auxiliary). Microturbo, S.A. (manufacturer, exporter), Chemin du Pont de Rupe; 31-Toulouse, Haute-Garonne. WTD 9/68.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—T. M. Hughes and Mrs. I. K. Guest, Stel-Aid Pty. Ltd., 390 George St., Sydney, N.S.W. 2000, **interested in agencies and distributorships for medical electronics equipment such as audiometers, electronic monitory equipment as used in hospital theatres, electro-acoustic equipment, miniature components such as microphones, receivers, intergrated circuits, capacitors, resistors, volume controls, switches, acoustic measuring equipment, communications equipment such as headsets, microphones, hearing aids and accessories, hearing protection devices such as ear muffs, plugs, sound proof booths, and requesting technical information.**

Oct. 4 via San Francisco until Nov. 1. c/o Robert Winslow, Vice President, Dahlberg Electronics Inc., Golden Valley, Minneapolis, Minn. Itinerary: 10/4-7 San Francisco; 10/8-10 Los Angeles; 10/11-12 Austin, Texas; 10/17-19 Chicago; 10/21-22 Miami; 10/22 Philadelphia; 10/24-29 New York; 10/30-11/1 Boston. WTD 8/68.

BRAZIL—Rubens Ratchitzki representing two firms: Cartografic Excelsior S.A., Rua Lucelia 10, Sao Paulo S. P., **interested in packaging equipment, acetate plastic boxes, packaging for seafoods, novelty items;** and Crustamar S.A., Rua Frei Gaspar 2056, Sao Vicente, S. P., **interested in shrimp cleaning and sorting equipment and contacting importers of shrimp, red snapper, groupers, other fish.** Oct. 15 via New York for two weeks. c/o Hotel Diplomat, 108 West 43rd St., New York, N.Y. 10036. Itinerary: New York, other cities as necessary. WTD in preparation.

Jose Tjurs, Hoteis Reunidos S.A., Horsa, Av. Paulista 2073, Sao Paulo, **interested in meeting hotel management chains and associations to discuss possible investments and joint ventures.** Sept. 14 via Miami for two months. Itinerary: 10/7-20 Washington, D.C. c/o The Mayflower Hotel; 10/13-20 San Francisco c/o Fairmont Tower; 10/20-11/5 Los Angeles c/o Century Plaza Hotel; 10/5-11 White Sulphur Springs, W. Va. c/o The Greenbrier; 11/10-16 New York c/o The Waldorf-Astoria. WTD in preparation.

CHILE—Manuel Bunster S., Manager, Oxigas Ltda., Moneda 706, Santiago, **interested in visiting manufacturers of gauges, welding and cutting equipment for oxygen and acetylene, and requesting technical information.** Oct. 13 via New York for 15 days. c/o Victor Raby, 340 E. 74th St., New York, N.Y. 10021. Itinerary: New York, nearby cities. WTD in preparation.

ENGLAND—Leo B. D. Bertorelli, Chairman, Bertorelli's Ice Cream Ltd., 21 Barge House St., London, S.E.1, and John G. Martin, Director, Brand Development Ltd., 10/12 Great Chapel St., London W.1, **interested in ice cream and frozen food production and retailing.** Oct. 6 via New York for approx. 14 days. c/o E. J. Kelleher, Aer Lingus, 564 5th Ave., New York, N.Y. 10036. Itinerary: New York, Chicago; will attend the Dairy and Food Industrial Exposition in Chicago. WTDs in preparation.

FINLAND—George Ekstrom, Oy Ekso Ab, Kalevankatu 3, Helsinki 10, **interested in agencies for processing and packaging machines for dairy industry; will attend Food and Dairy Industries Exposition.** Oct. 12 via Chicago for 14 days. c/o Hotel Drake, 140 E. Walton, Chicago, Ill. 60611. Itinerary: Chicago, Cleveland, Minneapolis, San Francisco. WTD 5/67.

FRANCE—Norbert Czaryski, Manager, Bureau de Coordination des Travaux Industrialises (B.C.T.I.), 122 Avenue du General Leclerc, Paris 14, **interested in U.S. organization and management of the building trades, preliminary planning, engineering and architecture of specific construction projects, construction and financial aspects, and requesting technical information on individual housing projects.** 2nd week of Oct. via New York for three weeks. c/o French Consulate, 1301 Avenue of the Americas, New York, N.Y. 10019. Itinerary: New York, Chicago, San Francisco, Los Angeles, New Orleans, Washington, New York. WTD 8/68.

Jean Hemard, President, Bernard Cambournac, Assistant General Manager, Regis Sanson, Technical Director, Societe Pernod S.A., 11 Avenue du General Leclerc, 94 Maisons-Alfort, **interested in seeing latest U.S. concepts in plant, management, automation, flow, equipment, marketing and distribution techniques in the liquor, brewing and soft drinks industries.** Oct. 7 via New York through Oct. 19. c/o Consulate General of France, 934 5th Ave., New York, N.Y. 10021. Itinerary: New York; Bordentown, N.J.; Chicago; Deerfield, Ill.; Dayton, Ohio; Kansas City; Washington. WTD 2/67.

GERMANY—Gerhard Mueller, representing his own firm, 16 Grillparzer-Strasse, Wiesbaden, **interested in agencies for automotive products, accessories, and requesting technical information.** Oct. 15 via Washington, D.C. for two weeks. c/o Dept. of Commerce New York Field Office. Itinerary: Washington, New York, Buffalo, San Francisco, El Paso, Texas. WTD in preparation.

ISRAEL—Gad Ben-Shach, General Manager, Glen Import & Export Co. Ltd., 75 Nahlat Benjamin St., Tel Aviv, **interested in direct purchase and agencies for audio-visual and reprographic equipment, accessories, particularly copying machines, blue printing machines, related accessories such as paper.** Oct. 5 via New York for 10 days. c/o Mr. Pieterse, Export Manager, Nashua Corp., Nashua, N.H. 03060. Itinerary: New York, Nashua, others as required. WTD 7/68.

Michael Jacobi, Commercial Manager, Electron—Ramat-Gan, 7 Bialik St., Ramat-Gan, **interested in exclusive representation for electronic teaching systems,**

video tape recorders, closed-circuit TV equipment for program teaching and requesting technical information. Oct. 1 via New York until Oct. 20. c/o Israeli Consulate General, 11 East 70th St., New York, N.Y. 10021. Itinerary: New York, Chicago, Boston, Buffalo, cities in New Jersey, others as required. WTD 3/68.

JORDAN—Mohamad El Amad, Manager, Bank of Jordan Ltd., P.O. Box 890, Amman, **interested in visiting banks operating in U.S. and requesting technical information on banking systems.** Oct. 1 via New York for three months. c/o Marine Midland Grace and Trust Co., 120 Broadway, New York, N.Y. 10005. Itinerary: New York, Washington, D.C., Boston.

SINGAPORE—P. J. Doshi, Vipin Co., P.O. Box 2567 or 22A Robinson Road, Singapore 1, **interested in contacting suppliers or manufacturers to discuss agencies for carpets and rugs, furnishings, towels, bedspreads, blankets, other requirements for hotel use.** Oct. 1 via San Francisco for 15-20 days. c/o Dept. of Commerce Field Offices on itinerary. Itinerary: 10/1 San Francisco, 10/3 Los Angeles, 10/8 New York. WTD 9/67.

SOUTH AFRICA—C. J. Saunders, Chairman, J. Vink and P. Boyes, The Tongaat Sugar Co. Ltd., P.O. Box 5, Maidstone, Natal, **interested in visiting food producing factories including large egg-producing establishments, viewing food processing equipment; will attend Food and Dairy Industries Exposition.** Oct. 8 via New York for 2-3 weeks. c/o B. W. Dyer & Co., 120 Wall St., New York, N.Y. 10005. Itinerary: New York, Chicago, others as needed. WTD 2/68.

TANZANIA—Mohamed Peera, Peera's Export Ltd., P.O. Box 573, Dar es Salaam, **interested in establishing contacts for sales of East African arts and crafts, especially Makonde wood sculptures and jewelry.** Oct. 7 via Washington, D.C. for one month. c/o African Art Museum, 316 A St., N.E., Washington, D.C. until Oct. 13. Itinerary: Washington, Dallas, Houston, Los Angeles, San Francisco, Denver, Chicago, New York, Philadelphia, Boston. WTD 8/68.

Malaysia issues tenders on irrigation system

Tenders are invited for the construction of the Muda irrigation project—Wan Mat Saman South System.

The works comprise the construction of canals, drainage and irrigation structures involving 2,234,000 cu. yds. of earthwork, 9 offtakes, 16 irrigation end controls, 19 control drops, 13 drainage end controls, 5 drainage controls, 12 road culverts, 3 medium traffic bridges, 37 light traffic bridges, 41 flumes, 13 drainage crossings, 7 underdrainage culverts, 3 offtake/syphons and 4 control drop/syphons, located within the contract area.

Bid deadline is Oct. 24.

One set of tender documents is available for office review and one set is available for loan from the Construction and Building Materials Division, BDSA-645, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

BRAZIL—The Inter-American Development Bank has approved **a loan equal to $35 million to help complete the construction of a basic highway network for Brazil's Northeast.** The project, which will be carried out at a cost of $76.1 million, includes the following:

The construction, improvement and paving of segments totaling 128 miles on route BR-101, running north-south between the State capitals of Maceio and Aracaju.

The construction of a bridge nearly a mile long across the Sao Francisco River on highway BR-101, between the towns of Propria and Porto Real do Colegio. Up to $150,000 of the loan will be used to finance studies to determine the best location for the bridge, its design, and the feasibility of also using it as a railroad crossing. The construction, improvement and paving of segments 173 miles long between Ibo and Ico on route BR-116.

The construction, improvement and paving of 188 miles of highway BR-232 between Pesqueira and Salgueiro. This road joins BR-116 at Salgueiro, and continues east through Pesqueira to the port and industrial center of Recife.

Interested U.S. firms should communicate with the Director General, Departamento Nacional de Estradas de Rodagem, Avenida Presidente Vargas 522, Rio de Janeiro GB, Brazil (Telephone 43-3909).

COLOMBIA—The World Bank has made a loan of **$17.2 million to Colombia to finance the foreign exchange costs of a $39.5 million project involving construction of sections of important trunk highways totaling 317 miles, construction of a major bridge, and consultant's services for studies, further engineering of high priority roads, and other work.**

The projects are: Completion of a highway between Buga and the port of Buenaventura.

Improvement of three sections of the Medellin-Cartagena road to provide a completely paved trunk highway between Medellin and the Atlantic port of Cartagena.

Reconstruction of a road between Medellin and Santuario to facilitate industrial expansion in the Medellin area.

Construction and paving of a section to complete the trunk highway between Bogota and Bucaramanga.

Replacement by a modern structure of a single-lane, unsafe bridge on the Cauca River at La Virginia between Cali and Medellin.

Interested U.S. firms should communicate with the Ministerio de Obras Publicas, Carrera 7, Calles 12 y 13, Bogota, D.E., Colombia.

GERMANY—The financing gap of the Ruhr Development Plan, especially where the financing of road construction is concerned, seems to be closed now. On the occasion of the opening of several stretches of newly constructed Autobahnen, the Federal Minister of Transport announced a generous **construction program of expressways to provide the Ruhr with the most modern European road system.** For this purpose the Federal Government will spend DM 5 billion ($1.25 billion) during the next 15 years.

One of the most expensive projects will be the Emscher Schnellweg with total costs estimated at DM 750 million. Each kilometer of the Schnellweg will cost DM-15-16 million, three times as much as a kilometer of conventional Autobahn. One-third of the cost will go into the acquisition of ground and another third into the construction of bridges.

MALAYSIA—The Asian Development Bank will lend the Government of Malaysia $7.2 million to finance the foreign exchange costs of a water supply project which involves the design and construction of facilities to provide an additional 30 million gallons per day of treated water for consumption in the State of Penang.

The project constitutes the first stage of a long-range plan for meeting anticipated demands by 1980. To be designed and constructed are a barrage across the river, intake works and pumping stations, supply canal, water treatment works and pumps, transmission mains including a separate submarine pipeline for connection from the mainland to the island of Penang, and a storage reservoir, all to be completed and in operation by the end of 1971.

Interested U.S. firms should address inquiries to the State of Penang Public Works Department, Penang, Malaysia.

URUGUAY—The Administracion Nacional de Puertos (ANP) of Uruguay plans to **remodel the Port of Montevideo and to deepen and widen the ship channel to permit entry and handling of tankers and cargo ships of up to 20 meters draft.** The channel now accommodates ships of up to 10 meters draft. The channel will be 200 meters wide within the port and 300 meters wide outside. The estimated cost of excavating, including a modern suction dredge, will be U.S. $31 million. The channel will be over 77 kilometers long, and will require the excavation of over 203.5 million cubic meters of mud.

The plan envisions use of 44.6 million cubic meters of mud for earth fills around the harbor and the construction of moles, docks and retaining walls. The added land area in the port, which could be used for new handling facilities, industrial sites, and a fishing terminal, will be 7.4 million square meters.

The cost of the land fill, mole and dock construction, land expropriations around the port, and demolition of existing structures, is estimated at about U.S. $34 million, for a total cost of U.S. $65 million.

ANP plans to open bids soon for the suction dredge. In addition ANP is about to receive a U.S. $12 million Inter-American Development Bank loan to modernize its obsolete cargo handling equipment.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

New Books and Reports

The International Who's Who. 1968-69. 32nd Edition. Published by Europa Publications Ltd. London. 1968. 1,460pp. $25.

The International Who's Who contains brief biographies of the outstanding men and women of today in every country of the world. It covers those prominent in government, administration, science, business, journalism, literature, diplomacy, education, religion, music, law, art, entertainment, finance, medicine, international organizations, and other important fields.

More than 1,000 new entries are included in the 1968-69 edition, and all existing entries have been checked and brought up to date. Such information is included as: date of birth, nationality, career, present positions, honors, awards, publications, and address.

Write: Europa Publications Ltd., 18 Bedford Square, London, W.C.1, England.

***International Recommendations for Construction Statistics.* UN Statistical Papers, Series M, No. 47. Published by the United Nations, New York, 1968. $1.**

This report is an attempt to provide guidelines to the member countries of the United Nations on the construction statistics that these countries should endeavor to collect and publish at certain frequencies. These represent long-term statistical objectives to be achieved in stages according to resources.

Different sets of data are suggested for economies with developed construction statistics and those in the process of developing them.

Write: United Nations Sales Section, UN Plaza, New York, N.Y. 10017. (Refer to Sales No. E.68.XVII.11.)

***U.S. Department of Commerce Publications. Catalog and Index.* 1967 Supplement. Published by the Dept. of Commerce. Washington, D.C. 1968. 61pp. 25 cents.**

The 16th supplement to the basic volume *U.S. Department of Commerce Publications* lists publications issued from Jan.-Dec. 1967. The booklet is also a cumulation of the 1967 issues of the *Business Service Checklist*, a weekly list of Commerce Department publications.

The basic volume, *Department of Commerce Publications* covers material published from 1790 to Oct 1950, and is priced at $2.75. Supplements for the years 1951-59 are out of print, but are available for reference at Commerce field offices and many depository and public libraries. Supplements for the years 1960-66 are available at 25 cents per year.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Two bibliographies cover worldwide tax publications

Two bibliographies are available from the Harvard Law School International Tax Program, one on Taxation of Foreign Operations and Foreigners and the other on Taxation in Developing Countries.

The first is intended for Americans investing and working abroad and those engaged in international business operations. It contains 1800 references, all in English, of both legal and economic material. It is divided into sections on international aspects of U.S. taxation and on tax laws in effect in some 150 other countries.

The second book is a research tool for students of the domestic tax problems of the developing countries. It contains 4700 references, 3100 in English, covering 122 countries.

The price of each bibliography is $3.50. Write: International Tax Program, Harvard Law School, Cambridge, Mass. 02138.

***Trade Liberalization and Canadian Agriculture.* 120pp. $3.50.**
***Trade Liberalization and the Canadian Pulp & Paper Industry.* 108pp. $3.**
***Trade Liberalization and the Canadian Furniture Industry.* 58pp. $3. Published by the University of Toronto Press. Toronto. 1968.**

These publications, numbers 4, 5 and 6 respectively in the series Canada in the Atlantic Economy, are part of a program of the Private Planning Association of Canada to study the implications for Canada of trade liberalization and closer economic integration among the countries bordering the North Atlantic.

Six additional paper-bound volumes are planned.

Write: University of Toronto Press, 1061 Kensington Ave., Buffalo, N.Y. 14215.

***Greek-American Trade—Legislation & Regulations Pertinent to Foreign Investment in Greece.* Published by the American-Hellenic Chamber of Commerce. Athens. 32pp. $1.**

A special issue of this publication is devoted to legislation and regulations pertinent to foreign investment in Greece, various measures in support of the capital market, and incentives for the stimulation of Greek industry and for the establishment of foreign enterprises and shipping companies.

Write: American-Hellenic Chamber of Commerce, 4 Stadiou St., Athens 133, Greece.

Commerce issues new Export Market Guides

Export Market Guides are prepared by the Commerce Department's Bureau of International Commerce to outline the market for a product in an individual country.

Although planned as an informational tool in conjunction with specific U.S. Trade Center shows and international fairs, the Guides are also of interest to readers seeking information about a particular foreign market.

Recent titles are:

West Germany—Air conditioning equipment.

United Kingdom—Computer equipment.

Scandinavia—Shipbuilding and marine equipment.

West Germany—Chromatography and spectroscopy instrumentation.

West Germany—Graphic arts equipment.

Japan—Industrial and scientific photo equipment.

The Export Market Guides may be ordered, at 10 cents each, from Sales & Distribution, Room 2119, Department of Commerce, Washington, D.C. 20230, or from any Commerce Field Office.

☆ U. S. GOVERNMENT PRINTING OFFICE 1968—341-988/13

Calendar *for international traders*

BOSTON—Oct. 15 and 17—Trade Fair & Trade Center Participation Workshop, Rm. 505, J.F.K. Federal Bldg. Sponsor: Commerce Field Office.

CEDAR RAPIDS, Ia.—Oct. 15—International Trade Bureau monthly meeting, Roosevelt Motor Hotel, 6 p.m. Speaker: Theodore Wolfson, pres., Business Builders, Inc., of Chicago. Sponsor: Chamber of Commerce.

CHICAGO—Oct. 16—Chicago Midwest Credit Management Association, Bismarck Hotel.

CHICAGO—Oct. 18—Businessmen's Consultation, **Wayland B. Waters, Commercial Attache, Madrid.** Sponsor: Commerce Field Office.

CINCINNATI—Oct. 14—Opening of 2-week Exporters Show, Shillito's Dept. Store. Sponsors: Commerce Field Office, REEC.

CLEVELAND—Oct. 16—Businessmen's Consultation, **Wayland B. Waters, Commercial Attache, Madrid.** Sponsor: Commerce Field Office.

DOYLESTOWN, Pa.—Oct. 14—Bucks County International Trade Development Assn. monthly meeting, Conti's Cross Keys Inn, 6 p.m.

FT. WASHINGTON, Pa.—Oct. 17—Far East Export Workshop, Sheraton Motor Inn, 9 a.m.

LOS ANGELES—Oct. 15—Gov't Export Financing, Market Development Prgm., Statler-Hilton Hotel, 9 a.m. Sponsors: Commerce Field Office, Southern Calif. REEC, Eximbank, FCIA. Eximbank, FCIA, Commerce Dept. speakers.

MEMPHIS—Oct. 15—World Trade Club annual Port of New Orleans Night, Hotel Claridge.

MEMPHIS—Oct. 16—Export Forum on the Middle East, Hotel Sheraton Peabody. Speaker: **David E. Westley, BIC, Commerce Dept.** Sponsors: Commerce Memphis Field Office, REEC, Mid-South Exporters Roundtable.

MIAMI—Oct. 15—In-Office Export Workshop on Export Control, Commerce Field Office, 10 a.m. Sponsors: Commerce Field Office, S. Florida REEC.

MIAMI—Oct. 16—South Florida Regional Export Expansion Council monthly meeting, 12 noon.

Patent treaty meetings

Meetings on the proposed International Patent Cooperation Treaty are scheduled for the following places and dates:

CHICAGO—Oct. 16—Continental Assurance Co., auditorium.

MINNEAPOLIS/ST. PAUL—Oct. 17—First National Bank, auditorium.

ST. LOUIS—Oct. 18—Federal Building, auditorium.

Time of the meetings is from 10 a.m. to 12 noon. Scheduled speakers from the U.S. Patent Office are Gerald D. O'Brien, Assistant Commissioner of Patents; William O. Quesenberry, director, Office of International Patents and Trademark Affairs; and David B. Allen, deputy director, Office of International Patent and Trademark Affairs.

NASHVILLE—Oct. 17—Export Forum on the Middle East, Continental Inn. Speaker: **David E. Westley, BIC, Commerce Dept.** Sponsors: Commerce Memphis Field Office, REEC, Middle Tenn. Exporters' Roundtable.

NEW YORK—Oct. 15—International Executives Assn. luncheon, Hotel Statler Hilton. Speaker: **Roy Gootenberg, director, Trade Missions Division, Commerce Dept.**

NORFOLK—Oct. 18—FCIB Roundtable Conference, Golden Triangle Motor Hotel.

N. HOLLYWOOD, Calif.—Oct. 16—Export Expansion Seminar, Sportsman's Lodge, 8:45 a.m.-3:45 p.m. Sponsors: Commerce Los Angeles Field Office, Small Business Admin., San Fernando Valley Industrial Assn.

PHILADELPHIA—Oct. 15—Export Sales & Mgt. Course, "Quoting Prices, Extending Credit," Temple U., 7:30 p.m.

PITTSBURGH—Oct. 14—Businessmen's Consultation, **Wayland B. Waters, Commercial Attache, Madrid.** Sponsor: Commerce Field Office.

ROANOKE, Va.—Oct. 17-18—20th annual Virginia World Trade Conference, Hotel Roanoke. Sponsor: Va. State Chamber of Commerce.

ST. LOUIS—Oct. 15—"Show You" Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

SAN DIEGO—Oct. 14—Gov't Export Financing, Market Development Prgm., Vacation Village Hotel, 9 a.m. Sponsors: Commerce Los Angeles Field Office, Southern Calif. REEC, Eximbank, FCIA. Eximbank, FCIA, Commerce Dept. speakers.

SAN FRANCISCO—Oct. 16—General Export Seminar, Rm. 13216B, New Federal Bldg., 9:30 a.m.

SAN FRANCISCO—Oct. 17—Gov't Export Financing, Market Development Prgm., Terrace Rm., Fairmont Hotel, 9:30 a.m. Sponsors: Commerce Field Office, San Francisco Area World Trade Assn., Eximbank, FCIA. Eximbank, FCIA, Commerce Dept. speakers.

SPOKANE, Wash.—Oct. 16—Far East Export Expansion Workshop, Holiday Inn, 8:30 a.m.-4 p.m.

WEST HEMPSTEAD, N.Y.—Oct. 15—Profits in Exports meeting, National Bank of N. America. Sponsers: Commerce N.Y. Field Office, N.Y. REEC, Nat'l Bank of N. America.

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

rst-Class Mail

UNIVERSITY MICROFILMS
SERIALS SECTION
300 NORTH ZEEB RD
ANN ARBOR MICH 48106
CR - MAY 46129

If you think it's tough to keep up-to-the-minute on overseas markets, you must not know about 'Economic Trends'

Commerce's newest subscription series gives you dependable and timely surveys of market trends and forecasts to keep you on top of what's happening now in EVERY country with a market or a potential market for your product.

These on-the-scene reports direct from commercial reporters at U.S. Embassies overseas give you reliable evaluations of global events. They help you assess and plan your export program with periodic (unbiased) profiles of specific market situations, interests and needs.

Each TRENDS REPORT brings you the latest statistics on GNP, foreign trade, wage and price indices, unemployment rates and construction starts.

Begin your subscription to ECONOMIC TRENDS And Their Implications for The U.S. now, return the coupon below.

For only $15
you get over 100 reports
published immediately
on arrival from overseas.

Office of Publications & Information/DIB,
U.S. Department of Commerce,
Washington, D.C. 20230

Start my subscription to ECONOMIC TRENDS And Their Implications For The U.S.

Enclosed_____Annual $15, Foreign Mailing, $6 Extra. Send check, money order payable to U.S. Commerce Department; Supt. Docs. Coupons, or Charge Deposit Account No. _____

Name _____

Address _____

City, State, ZIP _____